

# Chemist & Druggist

31 March 1973 THE NEWSWEEKLY FOR PHARMACY



## The one anti-perspirant that knows its market.

**Body Mist**—the Number One Brand in anti-perspirants—is going to dominate the women's market this year with a massive £¼ million advertising campaign.

Starting May through to September, 18¼ million women will see Body Mist full-page colour ads week after week in all the big circulation women's magazines. And that's not all. There's a 50% Extra Free special pack offer, too.

Just remember—Body Mist is the one anti-perspirant every woman wants.

**That's why more women use Body Mist  
than any other anti-perspirant spray.**



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**Flash-offer  
error —  
£600 fine**

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**Hospital  
practice  
in the 70's**

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**Tableting  
patents  
confusion**

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New metric Dettol in the medium and large sizes has 10% more Dettol for the same recommended retail price.



# Bad news for germs

10% more Dettol in large and medium metric packs





114th year of publication

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**Subscription Department, Lyon Tower, 125 High Street,  
Colliers Wood London SW19 (01-542 8575)**

**North West office**  
491 Chester Road  
Old Trafford, Manchester M16 9HF  
061-872 5151

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Mr Sean M. Hillery MPSI who is the nominee of the Council of the Pharmaceutical Society of Ireland for the cultural and educational panel in the 1973 Senate election. The panel is elected by ballot of both houses of the Senate (see Irish Council report p408)



# Smaller pharmacies lost out on Christmas sales

Christmas 1972 provided chemists generally with a big increase in their turnover—but the "small" independent pharmacy (defined as taking less than £29,000 a year) saw very little of the extra counter business.

Recording the overall increase as 14.3 per cent, the *Retailer Report* of the A. C. Nielsen Co Ltd research organisation for November-December puts counter sales in the small pharmacy up by only 4 per cent, compared with 14 per cent by large independents and multiples (Boots excluded) and Co-operatives.

The *Report* suggests that small pharmacies "either did not attempt to attract additional Christmas sales" or they were prevented by doing so by lack of space for displaying seasonal wares.

"As a result, the share of total business taken by small shops dropped to 27.4 per cent—the lowest figure we have yet recorded." The multiple-Co-operative share was on a par with the 1971 position (16.4 per cent).

The following statistics are recorded by Nielsen for November-December:

Average weekly cash sales per shop: large independents £635, multiples-Co-ops £666, small independents £194.

Average weekly NHS receipts per shop: large independents £464, multiples-Co-ops £372, small independents £242.

NHS receipts as percentage of total turnover: large independents 41.2, multiples-Co-ops 31.8, small independents 49.2. For small independents, this represents an increase of 4 percentage points on the same period in 1971.

During November 1972, independents dispensed 87.5 per cent of NHS prescriptions, averaging 1,790 per shop. Multiples and Co-operatives averaged 1,928 prescriptions per shop.

## VAT check list

The Government has issued a last-minute check list for businesses on value added tax which comes into force on April 1. The points mentioned are:

- ☐ Check that the position of the scheme chosen for calculating the tax has not been changed by the Budget which extended the list of zero-rated goods.
- ☐ Check that purchase tax and revenue rebate duty claim-form has been received.
- ☐ Check that staff understand the new prices. Full allowance for purchase tax should be made before adding VAT.

## New studies on pharmaceutical production

The texts of papers on the control of pharmaceutical manufacturing presented at two seminars organised by the European Free Trade Association last year have been

published by the EFTA Secretariat, 9 Rue de Varembe, 1211 Geneva 20, Switzerland.

The first of the two, entitled "Contamination", was held in Stockholm in April 1972 and the text includes papers on contaminants in drugs, contamination of therapeutic agents, certain aspects of production hygiene, principles for hygiene control in pharmaceutical production, and cross contamination. An appendix describes the system of drug plant inspection in Canada.

The second seminar, organised jointly by the *Ecole Nationale de la Santé Publique*, Rennes, and the FTA Secretariat in September 1972, is entitled "The Quality of Pharmaceutical Products—the Role of the Inspectors". It contains ten papers presented on such topics as standards and certification, sampling and analysis, storage and dispensing, environmental controls, production and packaging, production documents, and analytical control documents. The speakers, who are all engaged in government control or inspection of pharmaceuticals, come from both EFTA countries and the European Community.

## Kodak 'invest' £1m in training centre

The new marketing education centre of Kodak Ltd—built at a cost of over £1m.—was officially opened last week at Gadebridge, Hemel Hempstead, Herts.

Almost all the training courses for Kodak customers and staff, formerly available at other company locations, will now be held at the centre. The courses include training for photo-dealers.

The centre has a staff of 50 and can accommodate up to 150 students. There are 14 lecture rooms all equipped with audio-visual facilities and many practical training areas. It is non-residential but arrangements

## C & D PRICE SERVICE

The Price List was posted on Tuesday and all subscribers should receive their copies before VAT day as planned. Subscribers will note it is a comprehensive list of items—not a restricted list of VAT prices.

The second supplement of VAT prices is enclosed with this issue and, as previously, in order to deal with as many prices as possible a special format has been adopted using a smaller page size than hitherto, but still giving trade, VAT and retail tax-inclusive prices.

A new page size comparable with the new Price List will be introduced when normal weekly supplements are reinstated.

## D & P and VAT

The National Pharmaceutical Union has obtained from the Customs and Excise guidance concerning the application of VAT to photographic D and P service. Details are:—

☐ D and P handed in before April 1, but collected after that date, if paid for when collected, the transaction is taxed 10 per cent.

☐ If handed in and paid for before April 1, but collected after that date, the transaction is not taxable.

☐ If a deposit is taken when the film is handed in and the balance collected after April 1, only the balance is taxable.



Part of the dealer training room at the centre.



# Chemists fined £600 for 'flash offer' sales

"Flash offer" packs have been removed from all pharmacies of the Cross & Herbert group, following fines totalling £600 imposed on the company by Tottenham magistrates on March 15.

The company pleaded guilty to six summonses brought under the Trade Descriptions Act, each of which related to the sale of a toiletry product marked with a "money-off" offer, without an appropriate deduction from the recommended retail price.

The summonses resulted from visits to two of the company's pharmacies by inspectors from Enfield, Middlesex, trading standards department.

Counsel for Cross & Herbert said that the company had always feared that mistakes might be made with "flash offers" because of the amount of price adjusting assistants had to cope with. The company had therefore decided to refuse to accept any such packs from manufacturers.

A spokesman for Cross & Herbert told C&D that their practice was to mark all goods with the actual selling price—taking the offer into account. The inspectors had succeeded in finding just six examples in the two shops which had been wrongly priced, and the error was not noted by the assistant at the moment of sale.

## Sheaths available on prescription?

"If a man seeks a form of contraception through a doctor, it is up to the doctor whether and what he will prescribe," said Sir Keith Joseph when he announced in the Commons this week that contraceptives will be available on NHS prescription from April 1, 1974.

"If the doctor prescribes a sheath, the sheath will be available on prescription charge. However, this does not necessarily mean that most men who now buy sheaths for themselves will want to get a prescription for them."

In future, a doctor would be free to prescribe what is appropriate by way of contraception for the man, woman or couple, said Sir Keith.

Sheaths will still be available from family planning clinics at wholesale rates.

## Dose of Lanoxin depends on age

New Lanoxin tablets should not necessarily be given in half the dosage of the old tablets, claim investigators at Aker Hospital, Oslo, Norway. Age must also be taken into consideration.

A report in last week's *British Medical Journal* gives the results of a comparison between Lanoxin tablets produced before and those produced after the change of tablet manufacture, May 1972.

The rate of absorption of the "new" Lanoxin both in normal subjects after a single dose and elderly patients on a constant maintenance dose was found to be about twice that of the "old". There were no significant differences in the plasma levels of digoxin 15 hours after the same maintenance dose of the two tablets.

It is recommended that a dose of 0.125mg twice daily of the new tablets should be sufficient to produce the required plasma levels in elderly patients, with a higher dosage necessary in young people, reducing accordingly if kidney function is impaired.

## 'Profession must change public's attitude'

It is up to the profession to change public attitudes so it becomes realised that the ideal place to buy medicines is the pharmacy, said Mr N. Appleton, deputy managing director, Sterling Health Products, on March 14.

Mr Appleton had been called upon by North London Pharmaceutical Association to defend his company's medicine marketing policy—and was apparently successful in convincing most of those present that Sterling Health were responding to a market situation that was neither of their making nor their choosing.

To those who asked for the company's

over-the-counter medicines to be restricted to pharmacies in order to gain the pharmacists' support he replied: "You are saying that if we will commit commercial suicide, you will support us!"

Buying patterns for "minor" medicines were well established, and the public were used to making purchases in many types of outlet. To restrict these sales would be against the public interest—and Mr Appleton spoke as a pharmacist himself. For the company to do so unilaterally would not alter where the public bought, most would simply switch to a competitive brand.

Sterling Health believed that the right place to buy medicines was the pharmacy "but it doesn't matter what we believe". Only legislation would force a change buying patterns. It would be better to convince the public that buying from the pharmacy was in their interest. Mr Appleton preferred not to think that "the future of the profession is bound up with who sells Andrews liver salt". He agreed, however, with Mr J. Iles, president, that there should be restrictions on pack sizes sold outside pharmacy.

Mr Appleton was "congratulated on his bravery" by Mr A. J. Kelly, who nevertheless remained unconvinced. He feared the policy would rebound because pharmacists would not support the company's new products—"If it doesn't sell to the pharmacist, it won't sell in the grocer".

When it was suggested that TV promotion should be stopped and money spent in support of pharmacy, Mr Appleton said that had been tried "and sales fell through the bottom of the graph!" The company were going as far as they dare to promote the pharmacist with literature, press advertising and were contemplating adding to TV commercials a slogan indicating that its products were "available at your chemist". How much further the company could go in support of the pharmacist must depend upon how much support they received in return—the company had made the first move.

Smiles as the Cuxson Gerrard £1,500 trade holiday award winners board the plane for the Algarve. From left to right: Mr and Mrs Woodrow and son (S. D. Wilson, Newcastle-upon-Tyne); Mr and Mrs Patel (Howells (Chemists) Ltd, Cardiff); Mrs Shelley and Miss Ford (Samuel Shelley Ltd, Bilston); Mr and Mrs Walters (A. Wilson, Workson)





## Changes in Government's second phase pay-price code

A few concessions were made to industry in the Government's White Paper on phase two of its counter inflation programme. The main changes are:—

□ No cost increases before October 1, 1972 allowed, except for companies observing Confederation of British Industry voluntary restraint period and now intending to invest.

□ Definition of allowable costs widened to include certain bought-in services such as hire of equipment insurance, storage, maintenance.

□ Prices may be increased in advance where future allowable cost increases are already known as to both date and amount.

□ Companies will not have to cut prices when increases in volume sales lead to reduced costs as suggested originally. They will still be subjected to the general limitation on profit margins.

□ Companies only trading for two years or less will not be subject to profit margin limitations.

□ Companies employing less than 1,000 employees must notify the Pay Board of pay settlements but do not need prior approval, while those with over 1,000 workers will need permission.

□ The definition of personal increments which do not count against the pay limit or the £250 a year maximum for the individual has been tightened, so that only those which are part of a predetermined range or scale will qualify.

□ The standstill on business rents will continue with minor adjustments to eliminate some anomalies.

Affecting distribution there are two changes in the provisions:

□ The period taken as the norm for establishing gross percentage margins (which must not be increased during phase two) has been extended to April 30 instead of April 1. Margins must now be maintained at the level existing during the last complete accounting year ending on or before April 30 or, alternatively, during any 12-month period for which separate accounts are available ending between October 30, 1972, and April 30, 1973.

□ The Price Commission has been given discretionary powers as to whether gross percentage margins must be reduced if the cost of any goods to wholesalers or retailers rises especially quickly.

Commenting on the last two changes the Retail Consortium said "The first impression is that the arrangements are fairer than in the Green Paper . . .". At the same time the Consortium expressed "some disappointment" that the limits on company margins were still to be established by the results of the best two years of the last five. The extension of the five-year period to April 30, 1973, instead of April 1, as suggested in the Green Paper, would, however, be "of marginal assistance".

□ With the end of selective employment tax new National Insurance contributions become effective on April 2. NI contributions will be reduced by £1.20 for men; £0.60 for women and boys and £0.40 for girls.

# Company News

## Unichem plan to increase membership rates

More will have to be invested to become a member of Unichem Ltd, if a board recommendation is approved by the meeting of shareholders to be held in May.

The board has decided to increase from £400 to £600 the amount of shares every new member has to take up on joining Unichem. This is the first increase in the amount since the company became a friendly society in 1969.

Mr Peter Dodd, managing director, said: "According to the law, shares in Unichem must all have equal value, but the board felt that something should be done to honour the loyalty and co-operation of chemists who, as members, have supported the organisation through its problem period. The only practicable way was to make it more expensive for new members who want to join the organisation as it is poised for future prosperity. The full details have to be finalised and the date when the increased shareholding becomes operative will be announced later."

## Pharmaceuticals help Fisons to record profits in 1972

Pharmaceuticals contributed £26.09m turnover and £4.17m profit to the 1972 returns of Fisons Ltd.

Total turnover for the group was £125.15m—almost 20 per cent up on 1971. Group trading profit was £9.16m (£7.7m) and after tax group profit was £5.71m (£4.24m).

During 1972 research and development for pharmaceuticals cost the group £2.18m (£1.57m in 1971). Apart from pharmaceuticals the company's fertilisers "had a good year," the directors say "because of advanced sales brought about by the abnormalities of the 1972 season, a proportion more properly belongs to 1973."

## Shopfitters £150,000 fire

A £15,000 sq ft storage warehouse in Cavendish Street, Glasgow, belonging to Dollar-Rae Ltd, has been destroyed by fire. Including loss of stock, damage is estimated at more than £150,000. Mr George D. McIlvain, director, said: "We are thankful no manufacturing equipment was kept there and that essential stock for immediate business is kept in another warehouse, so this means service has not been affected. As the destroyed warehouse is in a development area it may mean a replacement will have to be built in another area."

## Briefly

**P. Leiner & Sons Ltd**, are to make a major drive in the US and Canadian vitamin and pharmaceutical soft capsule markets. Initial 12 months sales target is

\$3½ m, and warehousing facilities are being opened in Los Angeles. The company already has a plant in Detroit.

**The British Dyewood Co Ltd** is changing its title to Harshaw Chemicals Ltd, fine chemicals division with effect from April 1. Business continues from the present addresses in Glasgow and Liverpool with the same management and staff.

**Wilkinson Sword Ltd** expanded their second half profits from £1.18m to £1.42m.

# Appointments

**R. Weston (Chemists) Ltd:** There have been changes to the areas covered by the three different regions and the regional directors are as follows: Mr D. C. Raven, South-west; Mr P. G. Marris, South-east; and Mr J. M. Whittam, Northern. Mr D. Hibberd, has been appointed retail development director and Mr P. A. Taylor, assistant to the marketing director. Branch managers promoted to area managers are: Mr C. Shrewing, North London; Mr D. Plumb, North-west; and Mr R. Henstock, North Bristol.

**Syntex Pharmaceuticals Ltd** have made the following appointments:

Mr Ian Jowett, commercial manager; Miss C. Hellinger, commercial development manager; and Mr S. Haigh, group marketing manager. In the UK "ethicals" division, Mr L. J. Harris is appointed marketing manager; Mr J. Ross, sales manager; Mr P. Virley, product group manager; and Mr J. A. Rawlinson, field sales manager. Mr S. Tennant is appointed group publicity services manager; and Mr C. Jones, manager group marketing services.

**Dana Perfumes Ltd:** Mike Sullivan has been appointed to the UK board of directors, marketing and sales, and Peter Meaden to field sales manager. Frank Jones has joined the company as area sales manager for the Midlands, Wales and West of England.

**Glass Manufacturers Federation:** Mr Oscar Feldman has been appointed assistant director (technical). He will be responsible to the director of the Federation for all technical matters affecting the glass industry.

**Staveley Chemicals Ltd:** Mr G. H. Bedford is retiring as managing director of the company on March 31. Mr W. H. Tomlison is being appointed executive director and general manager from April 1.

**Bowater Scott Corporation Ltd:** Mr "Bob" Sharp is to take over as regional sales manager for Scotland and Northern Ireland from Stuart Urquhart, who is seeking early retirement for health reasons.



## ANNOUNCEMENT:

**From 2nd April 1973  
Racasan products  
previously supplied by  
Fassett & Johnson Ltd  
will, by mutual agreement,  
be distributed by  
Racasan Ltd.**

Air Fresheners, Racasan Air Freshener, Racalet and Racalet container. Brand leaders in the Air Freshener block market.

Blue Flush. Overall Product leader in the colourant market.

Fleur. An exciting new concept in air fresheners.



Toilet Fresheners, Racapan and Racalet. Brand leaders in the toilet freshener field.

Contact your wholesaler or write to: Racasan Ltd.,  
Cromwell Rd, Ellesmere Port, Wirral, Cheshire. L65 4DU. Tel: 051-355 2002.

# Valium Roche price reduction

*As from 2nd April 1973,  
the trade price of Valium Roche tablets and capsules 2 mg and 5 mg  
will be reduced as follows:*

2 mg	X	100	£0.50
	X	500	£2.00
5 mg	X	100	£0.73
	X	500	£2.95

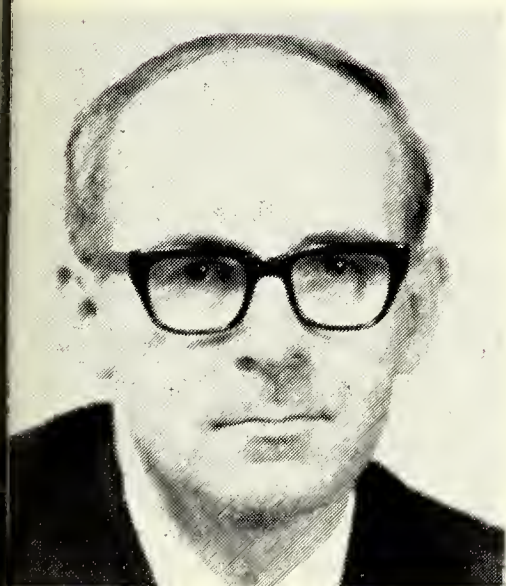


Full information is available on request from Roche Products Limited, 15 Manchester Square, London W1M 6AP.  
Valium is the trade mark for Roche pharmaceutical preparations containing diazepam.

J954007



# People



**Mr William McMillan**, ABPI manager of information services, received a Royal Photographic Society award at the opening of an exhibition of medical photography at BMA House recently. The award was presented by the chairman of the medical group of the RPS for Mr McMillan's work in organising the "Visual arts in medicine" exhibition at the Royal Exchange last September.

**Mr J. M. Smith** has been awarded the degree of PhD by the council for National Academic Awards for research work undertaken at the School of Pharmacy, Sunderland Polytechnic. The research programme concerned solubilisation and monolayer studies in multicomponent systems and was carried out under the direction of Dr J. T. Pearson, principal lecturer in pharmaceuticals. Mr Smith is now deputy-chief pharmacist at Shotley Bridge Hospital, co Durham.

## Deaths

**Fielding:** Recently, Mr William Anthony Fielding, MPSI. Mr Fielding qualified in 1943 and conducted his own pharmacy in Magazine Road, Cork, for many years.

**Llewellyn:** On March 22, Mr William Morris Llewellyn, MPS, 5 Heol-y-Felin, Pontyclun, Glam, aged 95. Mr Llewellyn qualified in 1903. In a tribute the *South Wales Echo* said . . . "when the rioter of Tonyandy surged through the streets wrecking 63 shops on a wild night in 1910 the one store they left untouched was the chemist's shop of Willie Llewellyn. Nobody wanted to raise a stone in anger to the man who scored four tries to demolish the English in his international rugby debut".

**McNamara:** Recently, Mr Stephen McNamara, MPSI. He qualified in 1933 and had his own pharmacy in co Galway for many years before taking up an appointment in the pharmacy of Mr R. L. Austin, Skerries, where he continued until a short

# Topical reflections

BY XRAYSER

## Water

THE Customs officer has called. We exchanged pleasantries and had useful and meaningful talks about EEC, the Irish question, fishing in Icelandic seas, and the long spell of dry weather with the consequent shortage of water. There was at once a change in his manner and, indeed, in his whole personality, so that I quickly perceived that I was dealing with a direct descendant of Dr Jekyll and Mr Hyde. At the mention of the word "water" he disclosed that the principal reason for his call was that the day of VAT was nigh.

He opened a book and intoned something to the effect that deionised water and water of a similar purity was liable to tax at the standard rate and that all waters of similar purity to distilled water would also bear tax at the standard rate. In answer to a carefully-phrased and courteous question he replied that, so far as he had been able to ascertain the legendary April showers would not be taxed for the present, though of course he could not commit himself to any forecast as to the Chancellor's views at any future date.

He looked at the weighing machine and asked if I was a company, for if so there would be a tax on the "weighee" of 10 per cent. But if I were not a company the transaction would be exempt. I asked how a company could pass on one-tenth of one new penny. He did not flinch. "It's quite simple" he said—simple being a word used with great frequency in the literature explaining VAT—"All you require to do is stick a notice on the machine saying *Your weight 0.9p—VAT 0.1p.*"

He gave me a brief survey of zero rated products and exempt goods and we parted on very good terms. He thought we might meet again in 1979 when he had completed covering his area. Meantime, would I please not telephone.

## Price List

And so we are poised for the starting pistol on April 1—not an inappropriate date in many ways—if my exciseman had not excused himself we should have had his expert assistance in the task of repricing.

It seems that the theoretical calculations by officials have rather overstated the reductions which are likely to be made on a large number of articles. The Government has told the public of expectations unlikely to be realised and we are left to break it gently that there seems to have been a misplaced optimism.

But who better than the pharmacist to explain the reasons? He has ample time at his disposal and he has, goodness knows, a long and wide experience in acting as a buffer between Government and public.

I have observed that a number of firms who manufacture toilet preparations have decided to adjust prices down to the level at which they stood before the January increases in price. I should like to think that the public is going to see a difference in the purchasing power of its money, but the signs are far from promising.

time before his death.

**Smith:** Recently, Mr John Smith, FPS, Evington Road, Leicester, aged 63. Mr Smith qualified in 1930. He was one of the first five students to do so at Leicester School of Pharmacy. His business is now controlled by his son, Mr C. J. Smith, formerly a partner.

**Thomas:** Recently, Mr Wallace Merlyn

Thomas, MPS 1 Church Close, Church Warsop, Mansfield, Notts, aged 57. Mr Thomas was with Dax and Davies Ltd, Shirebrook, Derbys, for 12 years, qualifying from Cardiff in 1951.

**Wellings:** On March 17, Mr. L. G. Wellings, technical manager of G. H. Zeal Ltd, London, aged 58. Mr. Wellings had worked for Zeal's continuously for nearly 37 years.

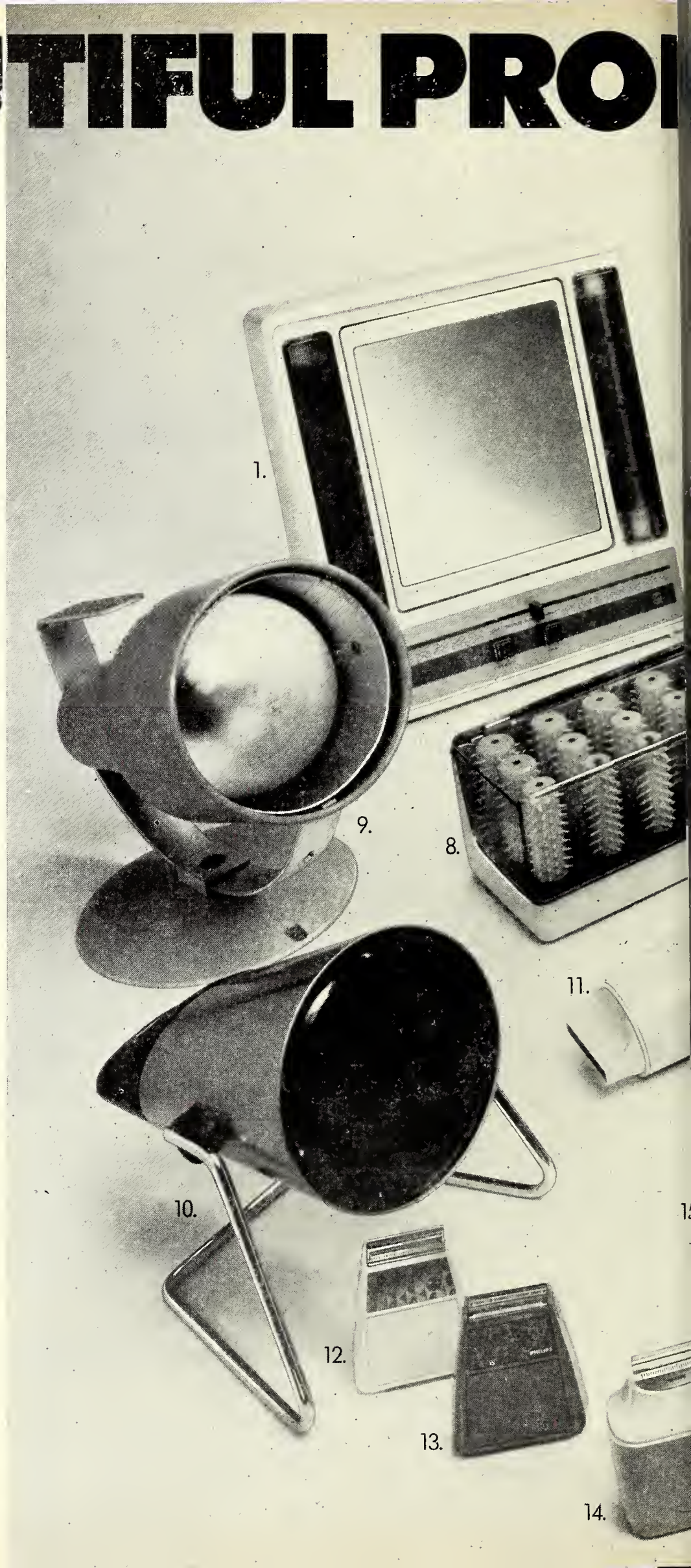


# BEAUTIFUL PRO

1. Illuminated Make-up Mirror £9.25
2. Hood Hair Drier 'Comfort' £7.39
3. De Luxe Combined Health Lamp £17.62
4. Combined Health Lamp £13.89
5. Hood Hair Drier 'Comfort Special' £8.83
6. Rechargeable Toothbrush £9.41
7. Battery Toothbrush £3.81
8. Hair Curler Set £9.25
9. Ultraphil £10.22
10. Infraphil £6.93
11. Hand Hair Drier £4.60
12. Ladyshave Standard £3.83
13. Ladyshave Beauty £4.18
14. Ladyshave Cordless £3.71
15. Ladyshave de luxe £5.12
16. Hair and Massage Brush £4.82
17. Hair clippers £5.28
18. Beauty Set £12.55

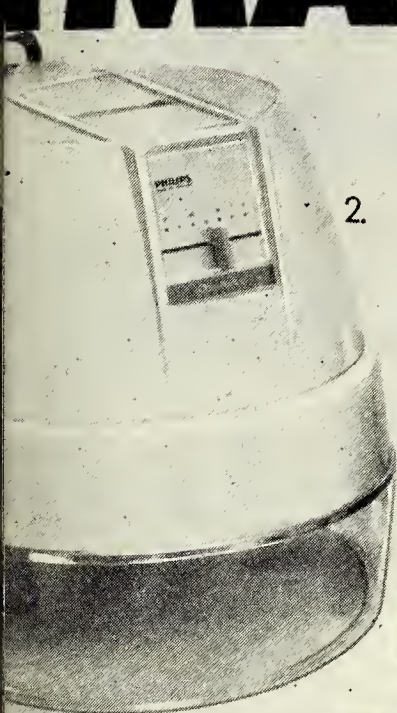
**WE WANT YOU  
TO HAVE THE BEST**

**PHILIPS**

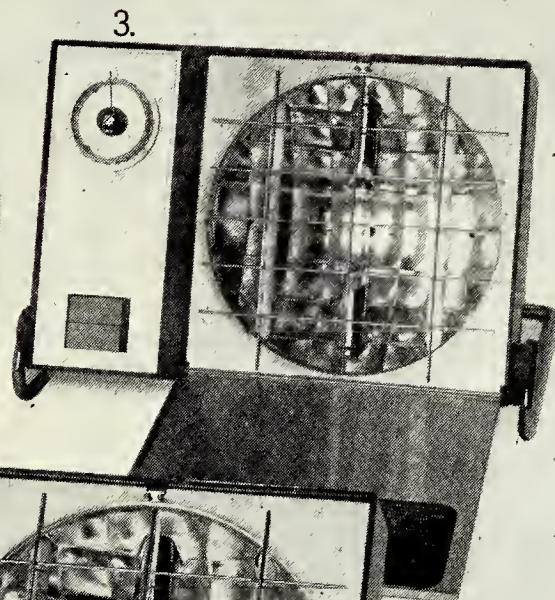




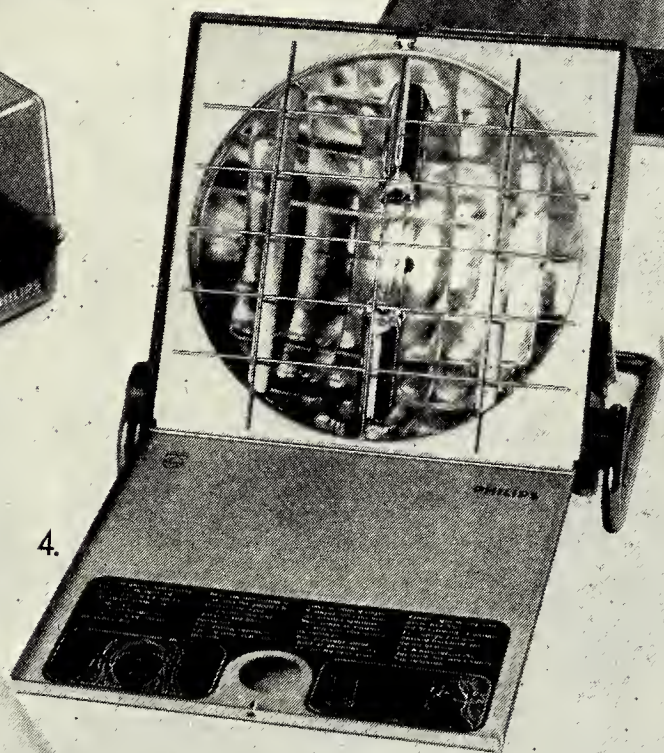
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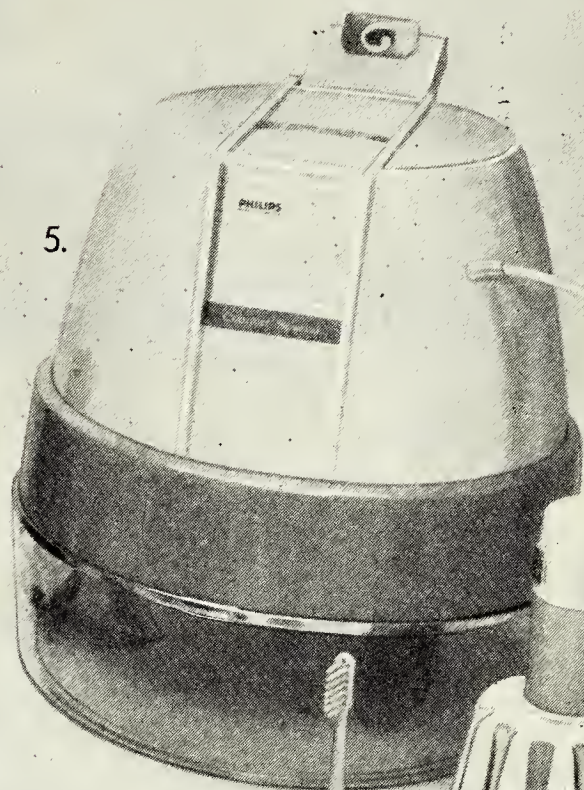
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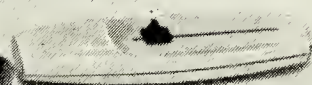
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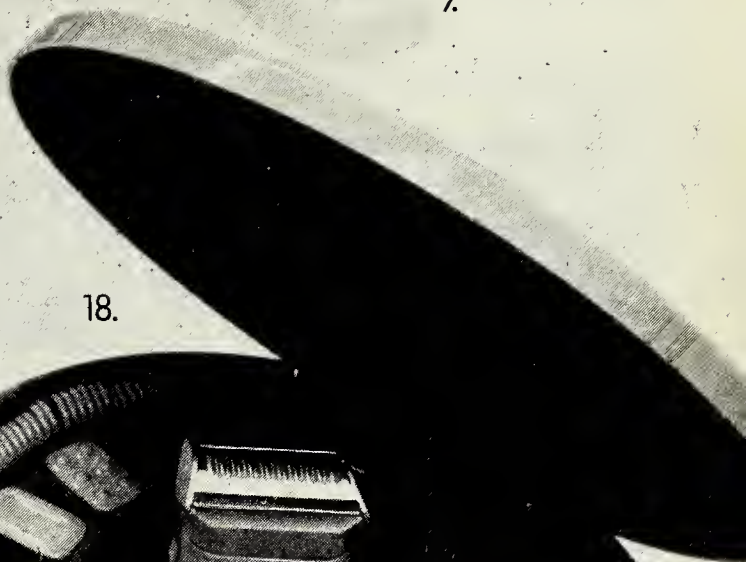
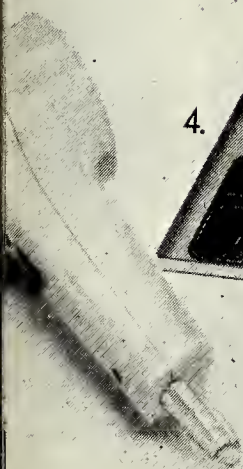
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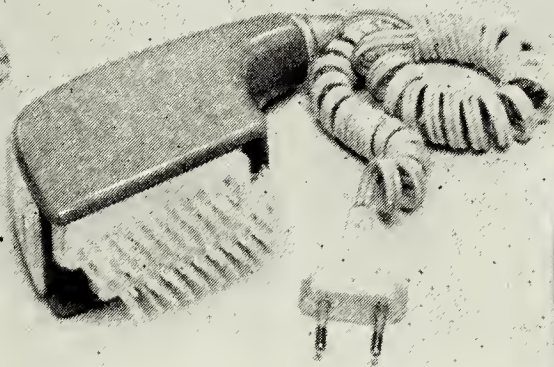
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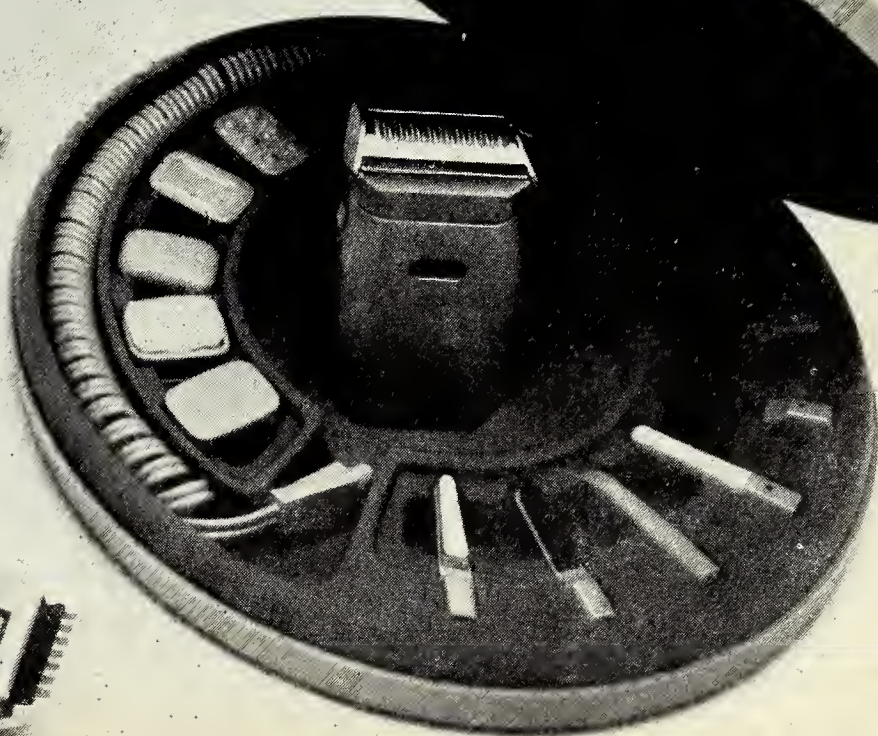
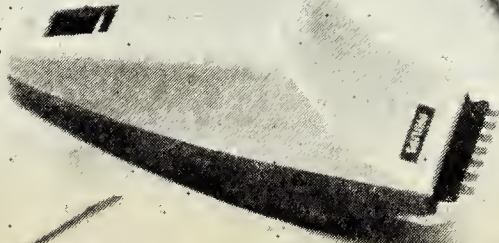


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16.

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# HELP KEEP THE COST OF LIVING DOWN

WITH  
**BEECHAM**

Feature our special bonus offers and packs  
**Extra value** for the housewife!  
**Extra sales** for you!

These products are on special  
promotion during April and May



Build strong promotional displays and increase sales!



# New products and packs

## Cosmetics and toiletries

### Femfresh range relaunched

Crookes Anestan have relaunched their Femfresh range of body deodorants with a new pack design, new aluminium packs, a new perfume and, they claim, a "bigger than ever promotional" budget.

The new pack design incorporates a flower spray motif, with the Femfresh brand name in slightly bolder lettering. The aluminium packs are described as "dainty" while a new 60g handbag size has been introduced for the intimate deodorant. The new perfume is called Herbe and, say the makers, is a subtle fragrance with green, slightly herbal tones. Each of the three intimate deodorant fragrances are distinguishable by the colours on the caps: blue for Fleur, mauve for Sophistique and green for Herbe. Herbe has also been used as the perfume in both the underarm products.

Point of sale selling aids include full-colour arrow crowners for the economy size spray and a two-tier counter dispenser showing the same bathroom-girl picture as the advertisement, and drawing attention to the new range of three fragrances (Crookes Anestan Ltd, 1 Thane Road West, Nottingham NG2 3AA).

### Foundation shades

From May, Yardley are adding two new shades to their Second Nature range of moisturised foundations: Deep Almond, a golden beige; and Perfect Peach, a light peach tone. The new shades will be available as both a complete makeup in a black, gold-capped tube or as a liquid foundation in a glass bottle.

Also in May Yardley are offering double-quantity tubes of Second Nature All-in-One foundations at the normal price (£0.55 inc VAT) (Yardley Ltd, 33 Old Bond Street, London W1).

### Picot presentation

Secret de Picot, launched last year in spray mist aerosol form, has now been introduced to Picot's Spin-Flo range and will be presented as a handbag size phial with roll-ball applicator. The pack will have a deep burgundy label and pearl cap (£0.30). Secret de Picot is available in counter display of 24 units along with the complete range of Picot's Spin-flo (Picot Ltd, 50 Upper Brook Street, London W1Y 2AE).

### Fragrance with a future

Ambergris and Civet are two new fragrances (£0.78 inc VAT) to be added to the range from the Alyssa Ashley division of Houbigant which already includes Musk Oil. Packaging is black, white and silver and a free horoscope is included in each pack. The special merchandiser parcel



contains 12 each of Musk, Ambergris and Civet spray mist and comes complete with counter merchandiser, horoscope display, window display and testers for each fragrance (Alyssa Ashley division, Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey).

### Yet more musk

Leichner have introduced Scent One, Oil of Musk (£0.75) in a glass container which includes a roll-on applicator. The new musk fragrance is described as "having all the magnetism of natural musk oil and will succeed in exciting everyone with its pungent aroma of mystery and mystique!" (L. Leichner Ltd, 436 Essex Road, London N1).

### Home brewing

#### Edme launch Superbrew

A complete home brewing kit called Superbrew will be launched shortly by Edme Ltd. Weighing 4lb, the kit contains all the ingredients necessary to make 24 pints of the following types of beer: Pale ale, bitter, lager, stout and 12 pints of very strong barley wine. Unlike other brewing kits, Superbrew is complete, containing the "brewing" sugar, as well as the yeast and concentrated malt and hops. The strength of the beer may be adjusted by adding more or less water than is specified.

All the "brewer" has to do is dissolve the contents of the can in 5 pints of hot water, mix in 19 pints of cold water, which will give the correct temperature, add the yeast provided and then ferment.

To brew a particularly strong beer, quantity and strength can be increased by the addition of a 2lb tin of Edme hopped concentrated pale ale, lager or stout wort; this will increase the volume to 4 gallons, and the resultant beer will be stronger than normal Superbrew (Edme Ltd, Manningtree, Essex).



### Babycare

#### Executive high chair

Baby Relax have introduced a new high chair, the Executive (£13.50), which can be adjusted to a reclining position to enable very young babies to use it. The upper frame of the new model can be detached from the base frame and used as a low rocking chair in a reclining or upright position, a pottie chair or a low feeding chair. As the baby becomes older the base frame of the chair can be used with a canvas seat as a trainer walker.

The Executive is fitted with lockable castors, has a chromium-plated tubular steel frame, moulded seat and tray and a foam-filled mattress. It is available in three colours: Snowdrop White, Poppy Red or Buttercup Yellow with contrasting mattress (Baby Relax Ltd, Wennington Road, Rainham RM13 9TL).

### Photographic

#### New colour film

Retailers are invited to telephone or send to C. Z. Scientific Instruments Ltd, for details of the new Orwo colour film that is being advertised in the photographic Press. The film, Orwochrom UT18, a daylight transparency film, is said to have "outstanding latitude and useful (50 ASA) speed. The manufacturers claim the film is cheaper than other transparency films ("thanks to special introductory prices)" at "around thirty-bob for a 36 exposure film". The films are processed at the Orwo laboratories at Cambridge and the 35mm material is mounted in white plastic frames. 120 film is not mounted unless requested.

The advertisements stress Orwochrom UT18 as being "the perfect film for any subject". Retailers can obtain details of a marketing plan on application (C. Z. Instruments Ltd, 93 New Cavendish Street, London, W1A 2AR).



# Trade News

## Lilia-White explain

Following Lilia-White's advice concerning VAT returns and sanitary towels (last week, p364), a number of chemists have questioned their own positions. The company wish to make it clear that returns for individual products are required only by those who have elected to adopt scheme 3 to calculate their output tax more accurately. They recognise that most independents will have chosen the special modification of scheme 1 for chemists instead.

The basis for the company's promotion was that any chemist using scheme 3 could save time and effort by rationalising his ST stocks. By now representatives should have called upon most chemists to give any practical help required. Requests for a representative call should be addressed to Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8 (telephone 021-327 3831).

## Gentamicin injection

Roussel Laboratories Ltd, Roussel House, Wembley Park, Middlesex HA9 0NF, are making gentamicin injection BP (Cidomycin—Roussel) available in single dose ampoules (25, £28.82 trade).

Each 2ml ampoule contains 80mg gentamicin base as sulphate, now accepted as the usual effective dose for adults with system infections including those of the urinary tract. For patients with a body weight less than 60kg, multi-dose vials of 40mg/ml continue to be available.

The preparation in both ampoules and vials now carries an extended shelf life of 36 months.

## Vestric's new service

Vestric Ltd are to introduce a new service to Coventry and towns in east Warwickshire from premises in Bishop Street, Coventry. The unit, which will be opened in April, "will concentrate on making available a fast, effective local service up to four times each day for 'ethicals', standard drugs and Drug Tariff sundries."

The new unit will also offer a complete range of proprietary and counter lines stocked by the Vestric branch at Kingswinford.

## Polaroid Sunglass service

In further efforts to minimise service delays to owners of Polaroid sunglasses, Polaroid (UK) Limited is instituting a replacement programme for all sunglasses sent to the company for repair.

Polaroid sunglasses are now covered by a guarantee against manufacturing defects for 12 months from the date of purchase. Returns under the guarantee will be "immediately replaced free of charge," said a spokesman. Sunglasses returned to Polaroid's customer service department outside the guarantee terms will also be replaced by the equivalent or similar model at a "standard replacement" charge,

based on the last suggested retail price of the specific model. The standard replacement charge for all clip-on models is £0.75. Models with suggested retail prices up to £2.00 will be replaced at a standard charge of £1.00. Designs priced between £2.00 and £4.00 will be replaced at £1.50. Models with a selling price above £4.00 will be replaced at £2.00.

Polaroid UK request that all Polaroid sunglasses in need of repair be sent direct to: Polaroid Customer Service, PO Box 68, Huggins Lane, North Mymms, Hatfield, Herts AL9 7HJ.

## Amendments to lists

Janssen Pharmaceuticals Ltd, Saunderton, High Wycombe, Buckinghamshire. Triperidol injection stocks exhausted, product discontinued.

Norma Chemicals Ltd, 1A Frognal, London NW3 6AN. Noradran tablets, Noradran P tablets, Noradran Bitabs, Noradran Bitabs Nocte, and Noradran aerosol have been discontinued.

Weddel Pharmaceuticals Ltd, Salisbury House, London Wall, London EC2M 5XD, have decided to withdraw immediately from their range the following: Extrinemin capsules, Bilevac tablets, Bilostat tablets and Uniplex tablets.

John Wyeth & Brothers Ltd, Huntercombe Lane South, Taplow, Maidenhead, are discontinuing the Petrolagar dispensing unit packs (1 and 2) on April 1.

# Bonus offers

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex RM10 7XS. Anthisan cream, 25g tubes, 10 invoiced as 9 (until September 30).

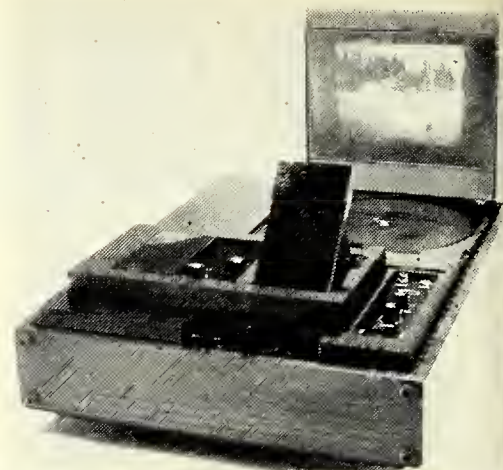
Riker Laboratories, Loughborough, Leics. Intralgin gel, 13 invoiced as 12, through wholesalers.

Winthrop Pharmaceuticals, Winthrop House, Surbiton-upon-Thames, Surrey KT6 4PH. Hayphryn, 12 invoiced as 11, 24 invoiced as 20 (during April and May).

## Kodak introduction

A horizontally-styled movie projector with magnetic sound recording ability has been announced by the Eastman Kodak Co. It will become available on the US market later this year but no indication has been given on when it will be introduced to the British market.

Known as the Supermatic 70, it has a built-in, "pop-up" 6 × 9in Ektalite projection screen for displaying movies even in daylight conditions. The projector also features automatic threading of film from Kodak projection cassettes; automatic and manual control of magnetic sound recording; two forward projection speeds of 18 and 24 frames per second; stop-motion; instant review; high and low brightness lamp positions; built-in speaker and con-



nections for external speakers or headphones.

The Supermatic 70 projector uses a pair of mirrors to project the film image; the second mirror being adjustable to enable the projected image to be raised or lowered.

The mirror system accommodates a 13mm f/2.7 lens, and a 15-30mm f/1.3 zoom lens. Light output is supplied by an 80 W tungsten-halogen lamp.

# Prescription specialities

## DERMOVATE cream and ointment

Manufacturer Glaxo Laboratories Ltd, Greenford, Middlesex UB6 0HE

**Description** Cream and ointment containing clobetasol propionate 0.05 per cent w/w

**Indications** Psoriasis and intractable eczemas (such as lichen planus, lichen simplex, discoid lupus erythematosus) and other inflammatory dermatoses including prurigo, neurodermatoses, seborrhoeic dermatitis, intertrigo, contact sensitivity reactions, otitis externa, anal and vulval pruritus, severe sunburn

**Contraindications** Hypersensitivity to the preparation

**Method of use** Apply once or twice daily until improvement occurs, reducing to once a day or less. Effect may be enhanced by occlusion, with polythene film, for part of each 24 hours

**Precautions** Coexisting infection may require specific treatment. Should not be used extensively in pregnancy. Not recommended for treatment of acne, rosacea, peri-oral dermatitis or mild facial eczema

**Side effects** Prolonged treatment may result in atrophic changes (particularly of the face). If signs of hypersensitivity or any spread of infection appear, application should stop immediately. As with other topical corticosteroids, when extensive areas are treated, sufficient systemic absorption may occur to produce features of hypercorticism particularly in infants and children

**Storage** Store at room temperature (below 25°C)

**Packs** Cream and ointment 25g (£0.65 + £0.06½ VAT) and 100g (£2.30 + £0.23 VAT)

**Supply restrictions** PI, TSA

**Issued** April 1973



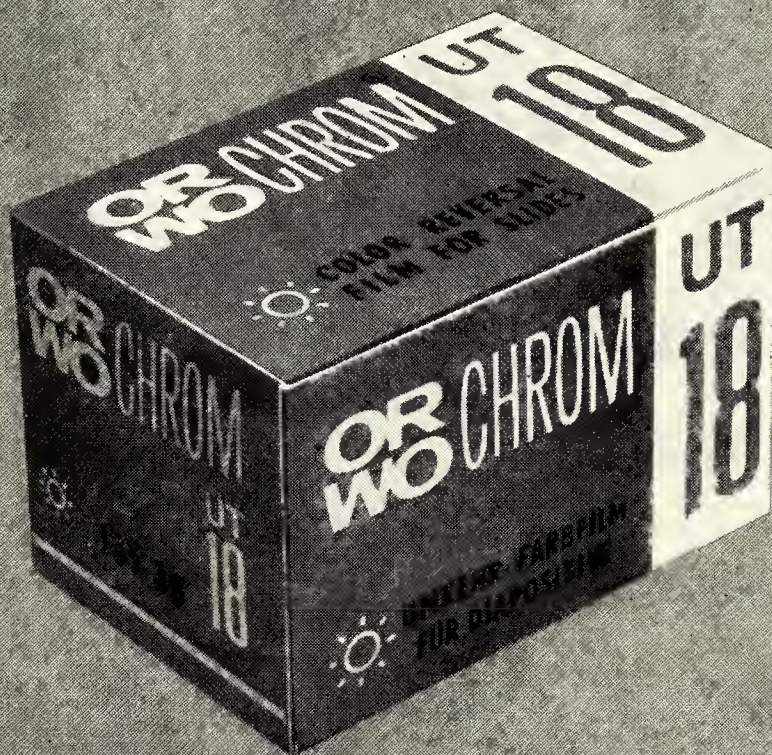
# NOW AVAILABLE!

# ORWO CHROM UT 18

*one of the world's great colour films*

**at a Price,  
Profit and  
Quality  
you never  
thought  
possible!**

*for full details  
ring 01-580 0495:-  
or complete coupon*



*Please send me full details of your marketing Plan for ORWO FILM*

Name.....

Company.....

Address.....

Tel: .....



# Promotions

## Beach Buddies from Libresse

Beach Buddies is the name of a special summer consumer offer from Libresse which comprises beach towel, robe and slippers. Each special Beach Buddies pack of Libresse sanitary towels contains a coupon enabling the purchaser to buy the complete trio, or an individual item, at special prices.

The Beach Buddy is a beach towel (£2.55 inc VAT, P. & P. extra) that can be attached to a soft, foam-filled pillow by means of Velcro fastening. It can also be folded up to convert into a hold-all with a zip pocket. The Unisex beach robe by Osman (£4.50) is a slip-on towelling wrap and there are matching flip-flops (£0.78), also in towelling. Beach Buddies come in a choice of two colours—Canary Yellow or Boating Blue. Each item can be ordered on its own but those who order both the towel and beach robe get the flip-flops free.

The promotion is supported with display units, headboards and dumpbins. Dumpbins and display units have leaflet dispensers attached giving details of the offer. The coupon inside each flashed Libresse pack however acts as proof of purchase (Sancella Ltd, Sancella House, Harpenden, Herts).

## Thicken Hair offer

Thicken Hair from Nutress Laboratories is currently on special consumer offer while stocks last at 10p off the recommended retail price of £0.49 (inc VAT) for a large size bottle (TK400). Advertising support is being given to the offer throughout April and May in *Woman*, *Woman's Own*, *Honey*, *19*, *She*, *Vogue* and *Cosmopolitan* (J. N. Toiletries Division of Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG).

## Ambre Solaire's summer plans

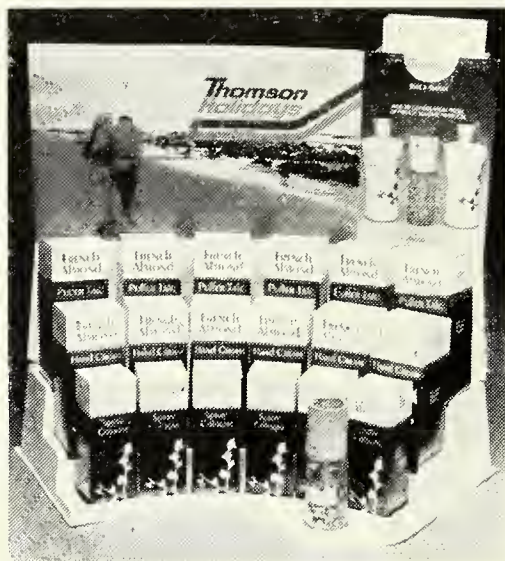
A new range of display and merchandising units have been designed to offset the new international Ambre Solaire packaging. The display material follows a theme set by the new-style packaging of sun-



inspired colours and shapes and includes floor and counter units, shelf reserves, banners, stickers and display cubes. Their advertising campaign commences at the beginning of June and will feature full-colour pages in *Woman's Own*, *Vogue*, *Honey*, *19*, *TV Times* and *Readers Digest*. In addition a 15-second commercial will be tested in the Southern TV area and, for the first time, the Duo Tan trio will be advertised in an intensive campaign on Radio Luxembourg during the peak Summer months (Golden Ltd, 18 Bruton Street, London W1A 1BX).

## French Almond competition

Eylure Ltd are offering purchasers of French Almond the chance of winning six Thompson winter-break holidays for two in the South of France. The promotion offers a special merchandiser with a holiday theme backing card plus take-away



competition leaflets. The merchandiser contains six spray Cologne, six puffer talc, six hand cream and one tester while the back-up parcel contains 18 spray Cologne, 24 puffer talc, 12 hand cream plus a bonus of six spray Cologne, free (Eylure Ltd, Grange Industrial Estate, Cwmbran, Monmouthshire NP4 2XR).

## Femfresh relaunch campaign

Crookes Anestan claim they are spending "more than ever before" on promotional backup for the relaunch of their Femfresh range. The sum involved is £200,000 and of this, half will be spent on advertising in women's magazines and the rest on consumer promotions, point-of-sale material, sampling and trade dealing. They say that the media schedule means that starting from April, 80 per cent of women in the target 16-35 age group will see a Femfresh advertisement on average ten times.

The colour advertisement features a young woman in a bathroom with the headline "Who needs Femfresh when you shower every day?" The copy goes on to say why the makers believe a woman does need such a product which is that the effect of an early-morning shower does not last all day; and that Femfresh is intended as a complement to—not a substitute for—a women's daily hygiene routine (Crookes Anestan Ltd, 1 Thane Road West, Nottingham NG2 3AA).

## 'Share a bottle'

A special introductory offer from Bonne Bell Cosmetics to introduce their Ten-O-



Six cleanser which is aimed at both sexes is currently under way. With the slogan "Share a bottle with a face you love", the offer comprises a free 2oz size being given free with each purchase of an 8oz bottle of Ten-O-Six (£1.30) (Bonne Bell Cosmetics Ltd, York House, Empire Way, Wembley, Middlesex).

## Remington shaver refund

Remington are offering every purchaser of their F2 shaver a refund of the purchase price if he is not delighted with the shaver's performance and results. The offer which guarantees F2 buyers "the best shave of your life" runs from April 2 to June 29.

Any man who purchases an F2 electric shaver during this period and does not agree that it gives him his best-ever shave will be able to return the F2 directly to Remington. The buyer will then get his purchase price plus postage costs refunded by Remington. The only conditions are that the warranty card, sales receipt and the special leaflet explaining the "money back" offer must be sent with the shaver.

Advertisements describing the offer will appear during May and June in the *Daily Mirror*, *Daily Express*, *Sun*, *Record* and *Readers Digest*. Retailers are being provided with special display units designed for window or counter use. Each unit has a place to display an F2 and a "best shave of your life" leaflet dispenser (Remington Electric Shaver Division, Sperry Rand Ltd, Apex Tower, New Malden, Surrey, KT3 4DL).

## on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Alberto Balsam creme rinse and conditioner:** Ln, M, Lc, Sc, WW, So

**Alberto VO5 hairspray:** Ln, M, Lc, Sc, WW, So

**Anadin:** All except E

**Close Up:** All areas

**Head and Shoulders:** All except E

**Macleans Freshmint:** All except WW

**Pears transparent soap:** M, Lc, Sc, WW, NE, We, B

**Signal:** All except U, E

**Silvikrin hairspray:** All areas

**Silvikrin shampoo:** All areas

**SR:** All areas

**Sunsilk hairspray and shampoo:** All areas

**Three Wishes foam bath:** All areas

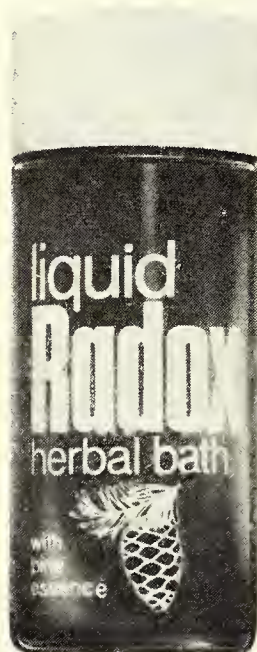
**Wilkinson Sword:** All areas





## Keep your Radox shelf filled and you'll enjoy getting into hot water

Never before has demand for Radox been so high. As well as pouring in millions of packets of Radox salts, the great bathing public has gone overboard for Liquid Radox. So now you've got two brand leaders from Radox. And they deserve all the shelf space you can give them. Because the more hot water you get into with Radox, the better off you'll be.



BOUQUET

# Radox

**Ease aches and pains**

A deep, warm Radox bath takes the backache out of your day, relieves stiffness and aching muscles.

**Relieve tension**

After a tiring day, take the weight off mind and body in a deep, warm, cleansing Radox bath.

Relax...in a Radox bath



**Make your fortune  
from the fragrances  
with a future...**





# MUSK CIVET AMBERGRIS

In the beginning there was Musk Oil, the intoxicating fragrance that has already been a smash-hit sales success. Now there are also Ambergris and Civet, two more wild, sensuous fragrances to make up this fabulous new range from Alyssa Ashley by Houbigant.

You don't need to be a stargazer to see your fortune ahead. The eye-catching Zodiac display material; the elegant, enticing black, white and silver packaging; the exciting free horoscope in every pack; the powerful National Advertising scheduled for later this year. It's all guaranteed to put Musk, Civet and Ambergris on everyone's lips...and bodies. Be sure you're not caught without yours.

## Special Merchandiser Parcel-Order Now!

Contains 12 each of Musk, Ambergris and Civet Spray Mist. Trade price ex. VAT. 45p each. Suggested retail price inc. VAT. 78p each. Parcel comes complete with Counter Merchandiser, Horoscope Display, Window Display and Testers for each fragrance.

**MUSK CIVET AMBERGRIS**  
*They're scent-sational!*

Alyssa Ashley Division, Houbigant Limited,  
Salbrook Road, Salfords, Redhill, Surrey. Tel: 02934 71561/3.





The image shows several boxes of Mitchum Anti-Perspirants. One box is labeled 'MITCHUM ANTI-PERSPIRANT CREAM', another 'MITCHUM ANTI-PERSPIRANT SPRAY', and others 'MITCHUM PERFUMED ANTI-PERSPIRANT LIQUID'. A large, bold, black graphic reads 'DOWN 17 1/2%' diagonally across the center of the advertisement.

Mitchum Anti-perspirant R.S.P.  
Down 17½%.

Recommended retail prices for Mitchum Anti-perspirants—Regular and Trial Sizes, Perfumed and Unperfumed—are down 17½% effective April 2nd. Substantial reductions to boost customer sales this year.

These reductions not only take account of recent tax changes, but also reflect some of the benefits of our integration with a major international group.

What's more, a recent market test has clearly demonstrated volume sales will be achieved with the new Mitchum price structure.

Advertising starts April 23rd. Sustained high impact advertisements to support your 1973 programme.

Buy Mitchum and secure quality sales in anti-perspirants this year. Order direct or from your usual NAPD wholesaler.

# Mitchum Anti-Perspirants

## NEW RECOMMENDED SELLING PRICES:

Liquid Perfumed	28g	Rec. R.S.P. £1.75	Spray Unperfumed	128g	Rec. R.S.P. £1.75
Liquid Unperfumed	28g	£1.75	New Trial Sizes		
Cream Unperfumed	60g	£1.75	Liquid Perfumed		
Spray Perfumed	128g	£1.75	Trial Size	14cc	£0.96
			Cream Perfumed		
			Trial Size	22g	£0.96

Mitchum-Thayer Limited 86 Brook Street London W1Y 2BA tel:01-409-1409/1400



# Comment

## Stifled by patent

The article on patent confusion in the field of tablet machine instrumentation (p413) highlights a further area of complexity in an already over-complex speciality.

Any inventor, before proceeding to patent an invention, must consider earlier patents. If his invention is too similar to an earlier discovery he will no doubt face opposition proceedings when the granting of his patent comes to be considered. When the application is being drafted, special consideration must be given to the claims of the patent because it is in this important section that the inventor defines the scope of the monopoly he desires to procure. It may well be that possibility of infringement may be avoided if the claims are limited to a particular circumstance, restricting the claim to a particular process or machine.

Whether these considerations are important depends to a large extent on the size of the patentee's purse. If the invention is such an outstanding discovery that the patented industry will beat a path to the inventor's door in order to secure the fruits of his inventive skill, or if the patentee is financially able to withstand the cost of opposition proceedings and the subsequent appeals or an infringement action (assuming that the patent is granted), then these considerations mean nothing.

Unfortunately the day of the millionaire inventor are over—if indeed they ever existed—and industry now shows a marked distaste to commence litigation, the only result of which is to increase lawyers' surtax problems!

It is possible that a patent might be granted subject to the Comptroller of Patents inserting into the patent a reference under powers conferred upon him by the Patents Act 1949. The effect of such a reference is that something described in the later specification might appear to fall within a claim of an earlier specification that is obviously invalid.

### No simple way

It by no means follows that the earlier claim is valid or invalid, nor that there is no simple way of avoiding infringement in practice, but this is obviously a warning that difficulties of some sort may lie ahead. The situation outlined by Mr Deer's paper poses a problem to the research worker in this field. In the discussion he shows that in certain areas there is the possibility of a conflict which may effectively pre-empt any new approach to production control. The value of such research is that the new knowledge gained may be effective in the maintenance of

tablet quality and standards, but if any person applying the invention may be at risk of facing an infringement action—still one of the most costly types of patent action—he may decide that "he who hesitates is sometimes saved".

It is ironic that a system designed to encourage inventors to overcome the technological problems existing in an industrial society may end up discouraging new departures or further exploration of problems in a particular field.

It appears from Parliamentary sources that consideration is being given to new patent legislation to deal with anomalies created by the existing patent legislation, which is now over twenty years old, and to further the creation of Europatent. Whether or not the type of situation encountered by Mr Deer will be amenable to a new legislative approach remains a question for the future but its aim should be to ensure that genuine research is encouraged, not inhibited.

## Hospital idealism

The conference of hospital pharmacists held at Cardiff last week (p406) had plenty to offer the "idealist". Ward pharmacy, clinical involvement, twenty-four hour service, "resident" pharmacists—enough to make a chief pharmacist working without a deputy, a senior and others too numerous to mention, ask "How?"

That the ideals put forward are practical is proven, because all the papers came from pharmacists who were putting them into practice. But many are in "ideal" situations which attract scientifically-minded young members of the profession, and we live, unfortunately, in a less than ideal world.

The profession as practised at Ohio State University is a goal many would wish to strive for, were they not confronted with the day-to-day problems of staffing, costs, etc. Everyone might offer the same service with 40 pharmacists (ten resident), 125 technicians, and three nurses—and the patient's ability to pay "monitored" by the pharmacist at the same time as his drug history!

Nevertheless, it is in this scientific-clinical-professional direction that hospital pharmacy must move. The experiments are proving that the pharmacist's new contribution to medical care is important and irreplaceable—to the patient.

In Britain it is up to the Government to ensure that the financial rewards are sufficient to attract and hold enough pharmacists of the right calibre to provide the service.



# More patient involvement for hospital pharmacists

The hospital pharmacist of the seventies must become more involved with the patient, undertake some of the drug administration and preparation procedures now carried out by nurses, and make himself available to the medical and nursing staff throughout the twenty-four hours.

That was the message brought by fourteen speakers to a conference of over 200 hospital pharmacists sponsored last week at the new University Hospital of Wales by Travenol Laboratories Ltd. And many of the contributors were able to report on their personal experience of putting the ideals into practice.

The mood was set by Mr M. J. S. Burden, area pharmacist, Leicester Hospitals, who saw the Noel Hall report as the key to the future. However, hospital pharmacists must ensure that *they* kept control of the service by providing the management—able pharmacists with vision and the necessary expertise. There must be a move away from preoccupation with drug costs, lest the relationship with the doctor descended to "I want—you cannot have". "If the image of the hospital pharmacist is one of a co-operative source of information on drug effectiveness, sources of supply, and formulation, then drug costs will look after themselves."

## Co-operation with general practice

Mr Burden looked forward to greater level of co-operation between hospital and general practice pharmacy, and he hoped that the new Health Service structure would enable the one to help the other without the need for cross-accounting. "Hospital pharmacists should recognise the role of the general practice pharmacist and be prepared to give support to a fellow member of the health team—not least because we share our profession."

Specialisation was the theme of several papers. Mr R. M. Timson, senior pharmacist specialising in sterile products at Nottingham General Hospital, came in for criticism from the floor for his suggestion that "fragmentation" into clearly defined specialities—such as ward pharmacy, drug information, quality control, radio-pharmaceuticals—was the way hospital pharmacy must develop. Mr Timson believed that only by creating a career structure within these specialities could hospital pharmacy provide the incentive necessary to attract and hold young graduates.

The speaker's proposal that there should be a ward pharmacist grade equivalent to "registrar" for both medical and surgical wards prompted Professor D. A. Norton, Bath University, to point out the need for a "consultant" grade to obtain parity with the medical profession. Miss M. Hodges, St Bartholomew's questioned whether the young pharmacist would wish to undertake

a further four to five years' study in a speciality to enable him to play a worthwhile part in the clinical team—not just to "dabble" so he could jump from one to another, but to specialise like the medical man. Professor P. F. D'Arcy, Queen's University, Belfast, thought that the "pharmaceutically-minded" clinician was better equipped for clinical pharmacy than the "clinically-minded" pharmacist.

Training requirements for pharmacists in the seventies were discussed by Mrs J. Tinegate, regional pharmacist, South-western Regional Hospital Board. She criticised the lack of co-ordination in many existing postgraduate courses, especially the pre-registration year in which "the seeds of disillusion or enthusiasm" were sown. Pre-registration students in the south-west region were now starting a planned course involving experience of different types of hospital, day-release, visits, discussions, practical sessions, and hopefully incorporating some management and clinical training. This would last until the end of May, after which the student should be a useful member of the staff during the holiday period.

Mrs Tinegate said there was room for courses leading to an MSc degree, but "not everyone needs an MSc", and in any case the training should not begin until after the pre-registration year. Putting forward the recent Bath course on the stability of drugs and dispensed medicines—which attracted both hospital and general practice pharmacists—as a good example of the type of refresher course required, she questioned whether periodic attendance at such courses should be made a prerequisite for continued registration.

Mrs Tinegate said that her region was now seeking to appoint a staff pharmacist in education who would be concerned with training programmes and also have some teaching duties.

When a pharmacist now studying for MSc in biopharmaceutics, Mr Newma London Hospital, complained about lack of job opportunities and career structure, she replied that it was usually difficult to find people of high enough calibre. "There is plenty of opportunity if you don't want to start at the very top."

The development of "pharmaceutical support services" was discussed at the practical level by several speakers. Miss I. Coupar, Glasgow Royal Infirmary, had studied the use made of information services provided by the pharmacy. From questionnaire returns, it was revealed that only 1 per cent of the hospital's staff used the pharmacist as a source "regularly" or "often"—an equal number to those who returned "never"—and that the majority used the service "infrequently". However, some encouragement was taken from the finding that there was a higher rate of use among staff on medical wards, where dispensing service was being provided. Miss Coupar, confirmed, said Miss Coupar, that if the pharmacist made himself available at ward level he was more likely to be used.

Miss Coupar advocated the establishment of large regional information centres, probably in teaching hospitals, linked to other hospitals by telephone and providing also information to health centres and general practice pharmacists. Eventually she envisaged a national centre linked to the regional centres by computer.

Dr A. J. J. Wood, registrar in therapeutics, University of Dundee, described how pharmacists at the University hospital had "joined the therapeutic team"—and how they had "found to their horror" the way drugs were used on the wards. He showed a slide of £250-worth of drugs removed from one ward, pointing out that the pharmacist's involvement meant that only drugs actually required were stocked on the wards.



Mr C. Hetherington—experience of a twenty-four hour service.



It was known that upwards of a quarter of patients did not receive drugs in the way the prescriber intended. With medication taken home nobody attempted to find out if the patient would be able to cope with the complexities of the regime, nor explain its purpose. The solution being examined was for the pharmacist to be involved as the time for discharge approached; the ward pharmacist then moved in, explained the therapy and supervised self-administration of the proposed out-patient medicines by the patient during the remainder of the stay. Study of record charts, tablet counts, urine analysis, etc., then allowed an assessment of how reliable the patient would be in taking the medication. In some cases the regime had been found too complex, and pharmacist and prescriber had had to get together to simplify it.

An advanced American approach to the area of clinical pharmacy was outlined by Mr C. Latiolais, director of pharmacy, Ohio State University Hospitals. Here too the pharmacist became involved in home-medication instruction, but the patient was also given a sheet listing administration details in lay terms, purpose of the therapy, cautions such as drugs not to be taken concurrently, and instruction on how to spot side effects.

However, the pharmacist was also the co-ordinator of all aspects of the medication cycle from prescription to recording. This included the administration of the drugs, from unit dose packs, by specially trained pharmacy technicians. All procedures were carried out by the technicians, including injection, administration of suppositories, ophthalmic medication, but excluding venepuncture and certain nursing procedures such as medicated dressings.

Pharmacists also monitored the therapy for effectiveness, side effects, drug interactions, etc., including checks on urine output for a diuretic, blood pressure for an antihypertensive, for example. Mr Latiolais said there was a need for colleges of pharmacy to develop a clinical faculty, but that must go along with the development of a clinical pharmacy service in the hospitals. However, from July, 1974, all US schools would be required to include a clinical component in their courses.

Operation of a 24-hour pharmaceutical service was reported by Mr C. Hetherington, group pharmacist, United Leeds Hos-

pitals. Three experienced pharmacists were running the service, working a rota equivalent to seven nights in three weeks, 6 pm to 9 am duty.

No restriction had been placed on what the pharmacist might be called upon to provide, but since there was already a pharmacy-controlled drugs distribution service, the blame would lie with the pharmacists themselves if calls were for out-of-stock drugs, etc. About 2,000 "items of service" were currently being provided per month. For February, the breakdown was: Out patients 500, in-patients 1,147, poisons information inquiries 176, intravenous fluid additives 390, total 2,213. Most of the in-patient work was drugs for patients being discharged early next morning, or to start treatment for patients admitted at night. The "per item cost" Mr Hetherington put at less than 20p.

Another innovation was that of the resident pharmacist, whose role was described by Dr D. J. Anderson, Nottingham General Hospital. He was a pharmacist resident within the hospital in quarters usually reserved for medical staff, and who was intended to undertake liaison work and to provide an on-call 24-hour service. The service was rarely abused, and the number of calls over a 19-week period had averaged 24.3 a week. Dr Anderson felt that the role was one that could be filled by young pharmacists, and that the experience gained was ideal education.

One of the conference sessions was devoted to the role of the pharmacist in the production of intravenous fluids. Mr A. Williams, group pharmacist, United Cardiff Hospitals, had costed units for their production and recommended one with an output of half a million bottles a year. The equivalent costs per bottle (not, however, including capital charges) were 15.3p from a  $\frac{1}{4}$ -million unit and 12.5p from a  $\frac{1}{2}$ -million unit, compared with 22p for commercial fluids.

Several speakers made out a strong case for all intravenous additives to be prepared in the pharmacy (another reason for a 24-hour service) and Dr R. Y. Cartwright, consultant bacteriologist, Public Health Laboratory, St Lukes Hospital, Guildford, argued that the pharmacist was the right man to co-ordinate all the control procedures related to intravenous fluids and the equipment by which they were administered to the patient.

## Letters

### VAT prices

I do hope you will ensure our Quarterly Price List is delivered as soon as possible. Manufacturers do not seem to realise the size of our repricing problem. So far the number of lists we have received could be counted on one hand!

Loimer

[It is in the post—and this week's Supplement provides nearly 2,000 prices. Furthermore instead of quarterly the list is being issued every two months. The next one is due in May—Editor.]

## Books

### Cosmetics and the Eye/Contact Lens System.

Philip Cordrey. *Contact Lenses (Manufacturing) Ltd*, 14 Child's Place, Earls Court, London SW5 9RX. 12 x 8 in. Pp 16. £1.

Well over 140,000 people in Britain possess and use contact lenses, points out the introduction to this booklet. By far the largest single group of contact lens wearers are women in the 18-30 age group who acquire their lenses for cosmetic reasons. But this group also represents the heaviest users of make-up, especially of eye make-up preparations.

The publication is concerned with circumstances which arise when a user of cosmetics is also a contact lens wearer. The main problem dealt with is the contamination of the lens itself by the products.

Guidance is provided on the advice to be given to contact lens wearers, and the general requirements for suitable cosmetics are described.

I. Burden—management

D. Anderson—residency

Mrs Tinegate—education

C. Latiolais—clinical pharmacy





# Professional News

Pharmaceutical Society of Ireland

## More contributions required towards economic survey of community pharmacy

Work has started on a comprehensive economic survey of pharmacy, the Council of the Pharmaceutical Society of Ireland was informed at its monthly meeting in Dublin on March 31.

Pharmacists who have not yet contributed towards the cost of the nation-wide undertaking are requested to do so immediately. Each pharmacist is invited to subscribe £5 towards the project which is being supervised by the practice of pharmacy committee. The study is being undertaken by the Economist Intelligence Unit and will examine all important aspects of the profession from an economic viewpoint. Over £1,000 has been subscribed so far.

Mr M. J. Cahill reported that the committee had held a preliminary meeting with Dr Garret FitzGerald (subsequently appointed Minister for Foreign Affairs in the new government) and Dr Harrison of the EIU. A questionnaire was being drafted and would be circulated to each community pharmacist requesting details of his professional and business activities. The committee, he said, were anxious to ensure that the great majority of pharmacists would co-operate by completing the forms accurately and by returning them promptly.

Mr M. J. Walsh said the importance of the survey could not be over-emphasised as it would have an important bearing on the future of pharmacy. He urged all who had not contributed to the fund to do so without delay.

### Pharmacy distribution

Mr W. Butler said one aspect which would be dealt with in the survey would be the distribution of pharmacies in relation to population.

On the motion of the president Mr Hillery was nominated to contest a forthcoming Senate election on the cultural and educational panel.

A letter received from the Association of Hospital and Public Pharmacists stated that they had considered a request by Mr Padraig O'Briain, MPSI, to the February meeting of Council suggesting that medical supplies and equipment should be available to meet any national emergency situation and that a panel of pharmacists be drawn up to operate on a voluntary basis.

The association stated that it appreciated the concern expressed in Mr O'Briain's letter and intimated that the Department of Health had a master plan available involving those hospitals recognised as accident centres.

Mr Patrick Browne announced that he would be one of the hospital pharmacists representing the association in April at an

EEC Hospital Pharmacists' Association meeting in Munich.

Arising out of the law committee, the Inspector, Mr Cummis, reported that he believed that young drug addicts, because of tightening up in the Dublin area on all suspected cases of drug abuse, were now travelling farther afield, and pharmacists within a radius of 50 miles of Dublin were alerted to the situation. The addicts are believed to be obtaining prescriptions from doctors in rural areas who are unfamiliar with their case histories, and in some cases it is believed the addicts forge prescriptions or tamper with them.

Mr T. R. Miller wondered if a pharmacist could refuse to dispense a prescription once he suspected the patient was an addict, even though the prescription was perfectly legal?

### Prescribers consent

The president said he did not think the Council could recommend pharmacists not to dispense in such a situation without the consent of the prescriber. If there were no inter-actions or overdose, it was not for the pharmacist to question the treatment.

Mr Butler said he would favour getting legal advice on the matter.

The registrar, Mr J. G. Coleman, said opinion was that the pharmacist in such a situation was legally entitled to refuse to dispense the prescription if he wished to do so.

Mr Tom McGuinn said no action could be instituted against a doctor until he had committed an offence. He would like to see some provision written into the Misuse of Drugs' Bill so that preventative action could be taken.

The Council authorised the registrar to take proceedings against pharmacists who had not paid their retention fees.

Arising out of the post-graduate education committee report, it was disclosed that the director, Mr D. W. P. Boyd, had received a letter from pharmaceutical assistants expressing disappointment that they were not permitted to attend post-graduate courses. He pointed out that they considered it was highly desirable that they should be allowed to do so as they should be acquainted with all recent advances in pharmaceutical knowledge. The Council directed the practice of pharmacy committee to examine the desirability of providing special courses for Assistants.

Mr J. E. Burrell said that while he was not advocating that the Assistants should be admitted to the post-graduate courses for pharmacists he thought it only fair they

should have some form of post-examination courses. The Society had educated them a qualified them for certain responsibilities and if they considered Assistants capable being left in charge of pharmacies on certain conditions then, in such situations, they should be capable of meeting the problem which arose. The Society had a duty towards them to ensure that they were kept abreast of standards of education. To do otherwise would be to downgrade their status.

Miss T. Landers said the distinction between the pharmacist and the assistant should be very clear. She favoured the assistants being kept up-to-date on developments, and considered the College of Pharmacy should hold lectures to meet the situation, but she would not like to see any overlapping.

Mr Butler considered there was no necessity for any lectures for Assistants. The pharmacist, in theory, and certainly in practice, was in charge and if the pharmacist wished, it would be up to him to pass on information.

## Congress venue agreed

**This year's Irish Pharmacy Congress will be held at Lahinch, co Clare, October 7-10. Announcing this at the Council meeting Mr Sean Hillary said that the local hotel proprietors had confirmed that they would be able to cater for the numbers attending. Mr Joe Britton is to be secretary of the organising committee.**

The president said the present post-graduate courses had been designed specifically for pharmacists. He agreed in principle there should be separate lectures for Assistants.

A letter was received from the Department of Health regarding the proposed date of the termination of the membership of persons appointed by Health Boards to the first local Health Committees, and stating that, having carefully considered the views expressed by Health Boards and representative organisations in regard to three suggested alternative dates, he had decided that these appointments should terminate on June 30, 1977.

### Veterinary meeting

Mr John D. Collins, deputy secretary of the Irish Veterinary Association, wrote stating that the association would like to arrange a meeting with the Society for the purpose of discussing proposals set out in the joint submissions of the Irish Dental Association, the IMA and his association to the Minister for Health and the Minister for Agriculture on Drugs and Chemicals in 1972. It was agreed to arrange a meeting.

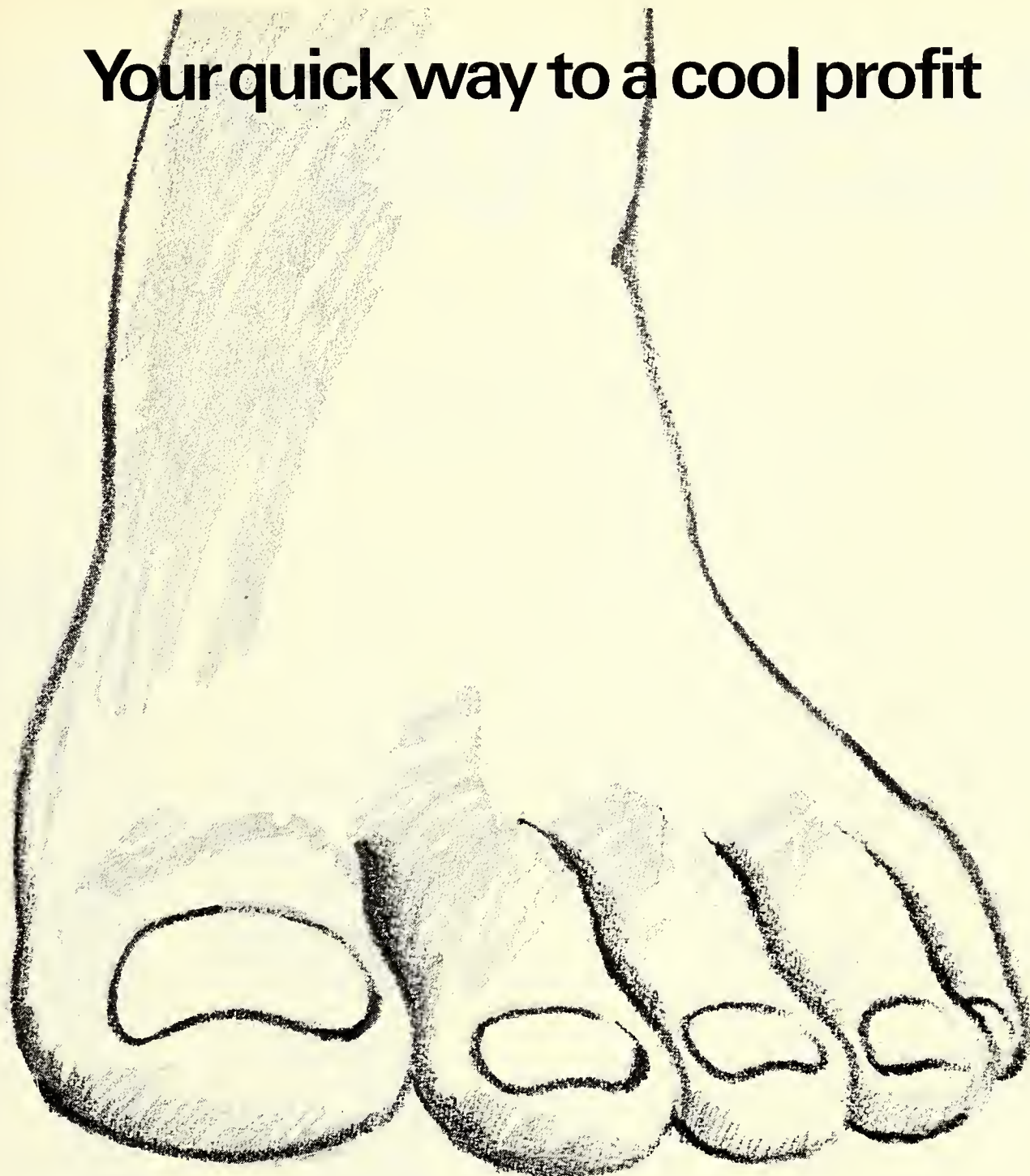
The Irish Pharmaceutical Union is now an established fact, having its registered address at 27, Merrion Square, Dublin. Mr Miller reported. He said the IDA had formally ceased to function as a separate organisation and was now a section of the union. A fee structure had been decided on and all pharmacists would be invited formally in the near future to join the union.

Mr Walsh said he would oppose the

*Continued on p41*



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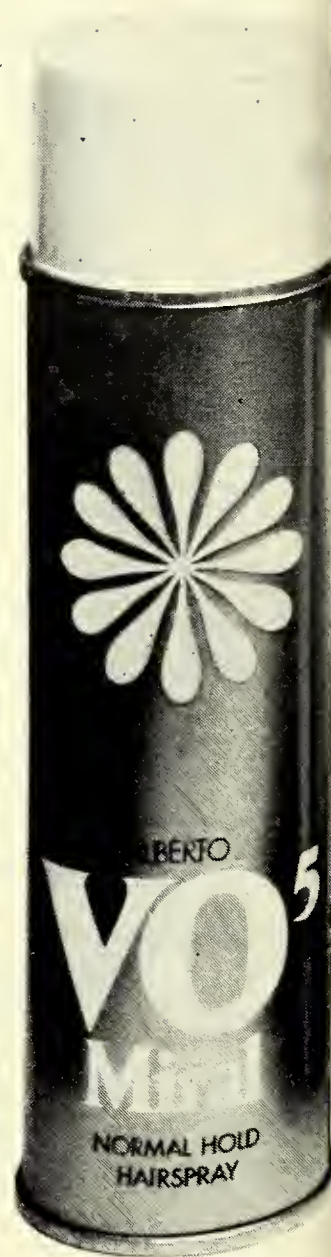
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# 'Doctors and pharmacists should work closer'

The pharmacist and the medical practitioner had to get closer together, in the interest of the patient, Professor A. H. Beckett told Irish pharmacists when he addressed a symposium on "Progress in Drugs—Boon or Curse?", in the College of Pharmacy, Dublin, on March 15.

Sponsored by the post-graduate education committee of the Pharmaceutical Society of Ireland, the lecture attracted a capacity attendance.

Professor Beckett—Professor of Pharmacy, Chelsea College of Science and Technology, University of London—said there was a therapeutic revolution in regard to drugs and much damage could be done by their misuse. Coupled with this, and confusing the situation, was, frequently, a misunderstanding by politicians and society in this particular area.

Stating that millions of pounds were involved in drug misuse he said that many amphetamines had never been tested before being marketed. To legislate against this, they needed to have more analytical powers in this area. "I think we are going to face very serious difficulties."

Professor Beckett said that where no testing was done in sport, a major misuse problem existed. "A drug and a medicine are not synonymous terms. If we are

going to treat medicines properly we have to be aware of this." They must ensure that properties of the same drug were equal when allowed on the market.

To protect the patient adequately the doctor and the pharmacist should work much closer together. They had complementary roles to play and the protection of the patient had to be guarded very strongly. Doctors appreciated that the complexities of some of these issues, if they were to grapple with them properly, would not give them sufficient time for diagnostic work and this was where the pharmacist came in. The answer would depend on how society dealt with these new potent but nevertheless lethal agents when misused.

The president of the Pharmaceutical Society of Ireland, Mr R. J. Semple, said that while the pharmacist had a legal responsibility he had no means of checking the preparation. He wondered if the setting up of independent drug laboratories to monitor the drugs would be the answer.

Professor Beckett said that because of the complexities and costs involved he would hope no new production of an old drug would be allowed on the market until biological equivalence and storage properties were proved. Unfortunately,

despite the fact that they had safety controls, this was not done.

They could not rely on just a few laboratories. He hoped responsible bodies in all countries would demand this information in the interest of the patient. While the costs entered into the matter, these must be linked with the adequate protection of the patient and consequently what was needed was central laboratories. Community pharmacists could do nothing about that. It was not right to burden pharmacists or doctors with differences in production which were then separately licensed. Central laboratories could be established by a few countries joining together.

Mr M. F. Walsh pointed out that the doctor was primarily responsible for drug interaction but the pharmacist was finally responsible. "How," he asked, "was professional responsibility as opposed to legal responsibility, to be defined? Should pharmacists become involved in clinical pharmacology?"

## Doctor's time

Professor Beckett said that both the pharmacist and the medical practitioner had responsibility in this field. In general, there was much pressure on the doctor's time and it might be increasingly difficult for him to keep up with some of these interactions. Despite refresher courses, there was a gap and the pharmacist should be there to help out in problems that were missed in order to protect the patient.

He did not accept there was such a thing as a clinical pharmacologist but accepted the subject of clinical pharmacology, but due to the demands of a considerable amount of integrated disciplines the medical practitioner, in general, was not sufficiently trained in the fundamentals of chemistry to understand fully what this really meant. However, they expected a team operation—each one protecting the other.

A lot of clinical pharmacology did not stand the test. Problems of analysis were considerable and the pharmacist, in quite a number of countries, had got the feeling for drugs broadly. He also had a feeling for chemical analysis. He would hope the pharmacist could be responsible for the drug not only outside man but also for the level of drugs inside him. He thought the pharmacist could do this but if not, somebody else would have to be trained. There was a great need in this field and he wondered how much damage was being done at present. A recent Nobel prize-winner had stated that 25 per cent of all illnesses were caused by incorrect use of medicines.

## European testing

Professor Beckett said he believed there should not be too much difficulty in sharing among EEC member communities. He was not impressed with testing in certain European laboratories in the area of biological availability and felt a lot of regulations in some EEC countries had not been introduced to protect the patient but to protect vested interests.

Dr Philip Brennan, St Vincent's hospital, Dublin, proposing a vote of thanks, said he would like manufacturers to produce production control figures before putting a drug on the market.

## Irish Council meeting

*Continued from p408*

Union taking over sole responsibility for negotiations on behalf of Irish pharmacy in Brussels as there were many matters such as education which the Society, a statutory body, should be involved in at EEC level. Certainly the Union would have a voice and he would not be opposed to this.

The president explained that the Society was committed to negotiations in Brussels and there were a number of matters which the Council could not hand over to the Union.

Mr Miller said they were a Union of all pharmacists, regardless of any section.

The president said the Society would carry out all its obligations towards pharmacy and he had no doubt the Union would do the same.

Mr Walsh said it was a matter of co-ordinating the functions of both.

Mr Power said he wanted to see full liaison and the president agreed a "back-up" service to all activities was desirable.

The following changes of address were noted:

Miss T. Landers, MPSI, to 1 Cedarwood Close, Highfield Park, Galway; Mrs. K. Melvin, MPSI, to Glenree, 8 Ramleh Close, Milltown, Dublin 6; Mrs Susan O'Dwyer, MPSI, to 91 Fairways, Rathfarnham, Dublin 14; Mr Gerard Cronin, MPSI, to Corner Pharmacy, Castleblayney, co Monaghan; Mr Francis P. Kelly, MPSI, to St Mary's,

123 Stiles Road, Clontarf, Dublin 3; Mr James F. O'Dowd, MPSI, to 29 Foxrock Avenue, Foxrock, co Dublin; Mr T. K. O'Keefe, MPSI, to 71 Devon Park, Salthill, Galway; Mr P. Quigley, MPSI, to "Cluain Muire", Trabeg Lawn, South Douglas Road, Cork; Miss Margaret Curtin, Assistant, to 3 Davis Avenue, Clonmel, co Tipperary; Miss Norma Somers, Assistant, to 50 Cherrymount, Clonmel, co Tipperary; Mrs Georgina Spollen, Assistant, to St Martins Nerano Road, Dalkey, co Dublin; Mrs M. C. Corcoran, Assistant, to 15 Orchard Close, Blanchardstown; Mrs Anna B. D. Coffey, MPSI, to Ulster Bank House, Mullingar, co Westmeath.

Elected to membership were: Mary Buckley, Clare Judith Burke, Ann O'Loughlin, Mary Tracey, Frank Burgess, John Kingston, Timothy J. O'Driscoll, Robert Nutty and Catherine N. Walsh.

Dr H. J. Galvin, LPSI, Mrs Barbara O'Donnell, LPSI and Mrs Joan Mary Murphy, LPSI, were restored to the register.

The following were granted change of name in the register: Mrs Mary P. Mullins (née McGrath), LPSI; Mrs Mary P. Horgan (née McCarthy), Assistant, and Mrs Helen Lyons (née Dwan), Assistant.

At a meeting of the Benevolent Fund which followed, the treasurer, Mr Burrell, thanked the Southern Regional Pharmacists' Association for contributing £455.10.



## Proposed changes after forensic pharmacy examinations are discontinued

Proposed conditions for ending of forensic pharmacy examination for graduates were discussed at the March meeting of the Council of the Pharmaceutical Society of Northern Ireland.

Presenting the report of the education committee Mr Chambers said the Council had already adopted the committee's recommendations that the examination should be discontinued in the near future. The committee had discussed what amendments would be necessary to give effect to the recommendations bearing in mind that some members were not happy about registering as a pharmaceutical chemist without such an examination, a graduate of seven or eight years standing. He thought a solution had been reached that would commend itself to all views.

It was proposed to revoke clause (e) of Regulation 9 of the Society's General Regulations 1967. This clause required a student to pass the examination of forensic pharmacy in order to become eligible for registration as a pharmaceutical chemist. The committee proposed that clause (d) of Regulation 9 be amended to read "in the event of his being a graduate of more than five years standing he has complied with such additional educational requirements as the Council may determine".

Mr Chambers said in fixing the period of five years account had been taken of those graduates who undertook research for a period of about three and a half years prior to commencing practical training in a hospital or general practice pharmacy. The period commenced on graduation and ended with the completion of practical training.

### Five years

Mr J. Kerr said he had been anything but happy with the original proposal to discontinue the forensic pharmacy examination and he thought the limitation to five years a reasonable one. Professor D'Arcy said he hoped the regulations would not be submitted to the Ministry until the committee had had an opportunity to look at some aspects of the recognition of practical training in other than hospital and general practice pharmacies. Admittedly there were no industrial premises in Northern Ireland but he thought other forms of practical training might be considered and included in the new Regulation.

Mr Chambers said the committee had also had a lengthy discussion about what type of courses might be provided for general practical pharmacists. The following possibilities had been mentioned:—

1. A course leading to an M.Sc. degree in general pharmaceutical services. A suggestion was made that it might be possible to incorporate part-time study in this course.
2. An M.Sc degree course was open to a pharmacist and if his application was accepted by the Faculty a research programme together with any other conditions imposed, had to be satisfactorily completed.
3. A diploma granted by the College of General Practitioners if such is established.
4. A diploma in e.g. administration or management.
5. A weekend refresher course. This would take the form of a concentrated course in some particular topic and would continue from Friday evening until the following Sunday afternoon. Accommodation could probably be provided.
6. A university diploma in a special subject. A full-time course would be involved. The special subject could be either (e.g. pharmacology and lead to a diploma in pharmacy).

### Siting of pharmacies

Interim reports of the meetings of the planned pharmaceutical service committee were given. The committee had decided that the maps prepared by the Local Government Boundary Commission of the provisional recommendations for the boundaries of the local government districts and wards were particularly suitable for an examination of the present siting of pharmacies and assessing future requirements so that an adequate pharmaceutical service would be available throughout the province.

The number of electors in each ward and so in each district was given. Since the total number of electors was 1,033,355 and the total population 1,528,500 a fairly accurate figure for the population of each ward could be obtained by multiplying the number of electors by 1.5.

For the purpose of restructuring the health and personal social services Northern Ireland has been divided into four areas. Each area would be taken district by district and ward by ward and an assessment made of the number, and siting of pharmacies required to provide an adequate comprehensive pharmaceutical service.

The president said a meeting of the Lurgan, Portadown and Armagh branch had been held. He had spoken about the Medicines Act and Licensing, the Misuse of Drugs and the effect on pharmacy in Northern Ireland of the United Kingdom's entry to the Common Market. Professor D'Arcy had outlined plans for post graduate education and had accepted an invitation to give his lectures on Drug Interaction to the branch on the April 9 and 16. Mr Dennison said it had not been possible to hold a meeting of the branch for more than two years. There was a good attendance of members and a great deal of

interest was aroused by the prospect of Professor D'Arcy's lectures. The following branch officers were appointed: Chairman—Mr G. W. E. Dennison, secretary—Mr R. H. Caughey; committee—Miss A. I. Wilson and Messrs B. A. McMullan, J. Maginnis and M. V. A. Napier.

Mr Kerr said following discussions with some medical practitioners it was hoped to carry out a survey on the services provided by pharmacists which lightened the work load of doctors. Pharmacists would be asked to co-operate and a number selected so as to have a fair representation of city, town and suburban pharmacies. Professor D'Arcy said he thought the idea a good one as it might give some indication of how general practice pharmacy would develop.

## Membership of restructured NHS Committee criticised

Members of the Inner London Executive Council are perturbed about the broad pattern of structure and membership for the Regional Health Authorities, and Area Health Authorities as envisaged in the proposed reorganisation of the National Health Service.

The proposals are that all the members of the Regional Health Authorities will be appointed by the Secretary of State and the only democratically elected element will be at Area level where the small minority of members of the Area Health Authorities will be nominated by the local authorities.

At a press conference on Monday called by the Inner London Executive Council, Dr D. R. Cook (secretary, Local Medical Committee) said it would be more satisfactory if the doctors were elected by other doctors in the Health Service rather than by the Secretary of State.

Mr Alan Aldington, speaking for the pharmaceutical service agreed with the doctor and said it would be a great pity to waste the experienced people now serving on the committees.

Asked if the proposed numbers of professional people that were to serve was satisfactory, Dr Cook said "yes" but Mr Aldington said that the pharmaceutical members were dissatisfied as there would be only two pharmacists on the family practitioner committees against the dentists three.

Mr Aldington also mentioned that within the Greater London area there would be 23 family practitioner committees each with a pharmaceutical committee. Representatives from local pharmaceutical committees within Regions 5, 6, 7 and 8 were invited to a meeting in London last week to discuss the possible amalgamation of some of the committees to get better representation for chemist contractors and permanent rather than part time officials to serve them. If these suggestions are approved by the local committees the plans will be sent to the Secretary of State in two weeks' time.

During the second reading of the Bill in Parliament on Tuesday two former ministers of Health, Mr Enoch Powell and Richard Crossman echoed similar misgivings on the structure.



# Patent confusion

by J. J. Deer (chief technician, School of Pharmacy, University of London)

*The author's interests in the instrumentation of tablet machines prompted a review of the patent situation in this field. The results of his inquiries, from the system designer's point of view, are both surprising, and confusing.*

There is a growing awareness among medicinal tablet manufacturing organisations of the need for some form of automatic control or indicator system applied to the tablet press. However, although advances in control technology may have provided the means, the restrictions imposed by the several patents that are in force in this particular field are an obstacle to implementation. There is no electronically based system that is not covered by patent rights held in the name of one organisation or other, with the exception of a telemeter system similar to that described by Shotton *et al*<sup>1</sup>, where the sensor is attached to a moving part of a machine, and the possible exception of the as yet unproved variable induction system recently described in this journal<sup>2</sup>.

Although the validity of these patents is not in question here, there is reason to doubt their effectiveness. An examination of the relevant documents indicates a certain amount of confusion in the form of what may be termed "cross patents", and also what the patent lawyers refer to as "prior art", where a system which is the subject of a patent application can be shown to be also the subject, or part of the subject of an earlier patent or publication.

## First patent

Considering the known relevant patents in order of the date of application for exclusive rights, and therefore priority, the first is that of the Upjohn Company<sup>3</sup>, dated June 1966.

Following the customary preamble in which ways and means of applying the invention are described, the claims of this patent specifically cover the monitoring of a dimensional change occurring in a substantially stationary component of a multi-station tablet press as a result of a compacting force. The claims then carry on to include feedback indicating and control systems.

Although only strain gauge monitoring systems are mentioned, claim 5 would appear to cover the use of other methods. Since it refers to "apparatus" for the measurement of a compacting force. It still clearly states that the "apparatus" is to measure a dimensional change in a substantially stationary component, etc. However, the positioning of strain gauges on a substantially stationary part of a single punch machine precedes this patent by several years, since such a system was described by Higuchi, Nelson and Busse<sup>12</sup>, in 1954.

Therefore, the fact that the patent applies specifically to a multi-station tablet press suggests that the authors wish-

ed to avoid the prior-art obstacle offered by earlier publications such as that of Higuchi *et al*, and of a similar paper by Shotton and Ganderton<sup>4</sup>. Moreover the "substantially stationary component" clause avoids similar difficulties with the telemeter system of Shotton *et al*.

The next British patent is that of the ICI company, dated September 1967.<sup>5</sup> This patent covers the measurement of "displacement of a spring restrained member" as a result of the compacting force, displacement being measured by a displacement transducer.

Provided that the effect which is monitored is that of "displacement", that is, movement of one part of the machine relative to a fixed point on the same machine as distinct from a dimensional change, it would seem that this patent does not conflict with that of the Upjohn Company. Certainly the method described in the claims of the patent, where the movement of the cantilevered pressure roll support beam is the important feature, appears to satisfy the definition. However, departure from this design may result in a more complex effect combining both displacement and dimensional change, or wholly dimensional change. In this case infringement of the earlier patent seems to be a distinct possibility.

The question of prior-art relative to this patent is to be found in a publication dated 1965.<sup>6</sup> In this, a method of measuring a force applied to a cantilevered beam is described. However, as the patent is specific to use of such a system on a rotary tablet machine, one must assume that this revelation does not render it invalid. If this is not so, the several other patents relating to force measurement on tablet machines are equally questionable, for the methods described were in known and published use on a variety of different types of machinery before the date of application for patent rights.

## Overlap

The claims of this ICI patent also describe an accept/reject system, and a switching system, both of which appear in other patents, and a feedback control and indicator system.

During the first half of the year 1968 four separate British patent applications relating to tablet machine control were registered. The first, in the name of The School of Pharmacy<sup>7</sup> was quickly followed by that of Keith Marshall.<sup>8</sup> Next came the Killian Company,<sup>9</sup> and lastly that of CIBA Ltd,<sup>10</sup> these two being extensions of earlier patents registered in Germany and in Switzerland respectively.

The School of Pharmacy patent was allowed to lapse. A prior patent which was effectively identical, although intended for use on an industrial crane, was found. Infringement could only be avoided by confining the School of Pharmacy patent, which described a form of pressure sensing wheel, to use on a rotary tablet machine. Since the design was not considered to be entirely satisfactory, there was no advantage to be gained by confirming the original application. However, the fact that a provisional patent had been obtained may have some importance in the form of prior-art, particularly so because piezo electric transducer systems are mentioned as an alternative monitoring method.

The important claim of the "Marshall" patent appears to be the use of piezo electric transducers to monitor and to measure compaction forces. But the claims also include an accept/reject system, a pressure wheel similar to that described in the lapsed School of Pharmacy patent, and feedback control and indicator system, all of which are to be found in other earlier patents.

## Practical difficulties

There is no specific reference to either multi-station rotary, or single punch stationary machines. This may be taken as an indication that the patent is intended to cover both. Such an assumption is supported by the description of the manner in which a transducer may be attached to a punch, or punch holder. To attempt this on any but a stationary type of machine, would probably require the addition of a telemeter system for signal recovery, and the exercise of considerable ingenuity in order to overcome the practical difficulties encountered.

If the assumption is correct, a paper published by Winter<sup>11</sup> in 1965, in which compaction force measurement with the aid of piezo electric transducers is featured may be of some importance in the form of "prior art". The position of this patent relative to that of the Upjohn Company is of interest, because it may be argued that the piezo electric transducer satisfies the "apparatus" term of claim 5 of that earlier patent. Because the piezo electric crystal must react to, or even experience dimensional change on a molecular scale in order to perform its designed function there could be further conflict between these two patents.

Although the British patents of both Killian and CIBA are subsequent to the others mentioned, they are both extensions of earlier patents. That of Killian was first registered in Germany in June, 1967, and the CIBA Company's in Switzerland in July, 1967.

*Continued on p415*



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continued from p413

The Killian patent includes the use of strain gauges, piezo electric transducers and micro switches. Servo motors and feedback control systems are also mentioned. It is interesting to note that this company's product is the only one encountered by the author which has fitted a standard a control or indicator system based on the company's own patent, in this case a micro switch.

While the inclusion of piezo electric systems seems to raise further problems for the Marshall patent, the inclusion of strain gauges, which are featured in the Upjohn patent, raises the question of possible conflict between these two. At the same time, the CIBA patent, which is also based on strain gauges, seems to be in conflict with both.

However, it is possible that because the CIBA patent is for an accept/reject system, and not for control or indication systems, conflict between patent rights is avoided. But there now remains the situation between ICI, Marshall, and CIBA each of whom claim patent rights for an accept/reject system, CIBA being first in the field. On the whole a rather confusing picture.

### Conclusions:

It would appear that a situation exists whereby exclusive patent rights are claimed by two or more organisations for the use on a tablet press of: Strain gauges, piezo electric transducers, accept/reject systems, and feedback control and indicator systems. In addition, both Killian and ICI include micro switches, and the lapsed School of Pharmacy patent includes optical systems.

What, therefore, is the effective claim of each that renders it sufficiently different from the rest as to avoid the possibility of infringement problems?

For example, is the use of strain gauges the exclusive right of the Upjohn Company, and if so, what is the position of the CIBA patent?

Is the term "apparatus" too indefinite to be effective as an infringement problem? And how does the non-specific mention of piezo electric transducers contained in the Killian and the lapsed School of Pharmacy patents affect the more detailed Marshall patent? Or does the publication of Winter predate all three?

These and similar questions may, at present, be largely academic, since little if

any financial benefit has been gained by those concerned with the development of these systems. However, those people who are interested in tablet machine instrumentation may find it rewarding to consider further the points outlined, and to make more extensive inquiries.

### References:

- 1 Shotton, E., Deer, J. J., & Ganderton, D., J. Pharm. Pharmacol. supplement, 1963, 15.
- 2 Deer, J. J., & Finlay, P., Chemist & Druggist, 1973, 199, No. 4845, 110.
- 3 British Patent No. 1,152,061. (Pelleting apparatus).
- 4 Shotton, E., Ganderton, D., J. Pharm. Pharmacol. supplement, 1960, 12.
- 5 British patent No. 1,179,350 (Particle shaping method).
- 6 Electro methods Company. Extracted from "The linear variable differential transformer", Proc. Soc for experimental stress analysis, 1946, vol 4, No. 2.
- 7 Application No. 13309/68. (Load measuring apparatus).
- 8 British patent No. 1,216,397. (Improvements in, or relating to, tablet forming machines).
- 9 British patent No. 1,154,289. (Tableting press).
- 10 British patent No. 1,216,517. (Apparatus for monitoring the production of tablets in a tablet making machine).
- 11 Messung und verarbeitung. Dipl. Ing. Dr Phil. F. W. Winter, Elektro anzeiger 20 J. G. Ausg. fuer Die Ges. Industrie.
- 12 Higuchi, T., Nelson, E., and Busse, L. W., J. Amer. Pharm. Ass., June 1954

## Further measures to prevent microbial contamination

All drug manufacturers and hospital authorities will shortly receive copies of the Report on the Prevention of Microbial Contamination of Medicinal Products" (H.M. Stationery Office, £0.13½).

Following the use of contaminated infusion fluids at a Plymouth hospital in March 1972, the Medicines Commission was instructed by the Secretary for Social Services to review the measures necessary to prevent such products becoming vehicles of infection. A committee of inquiry was established under the chairmanship of the late Lord Rosenheim, and then Dr F. Bartley.

This final report follows their interim publication dealing with heat sterilisation (C&D August 19, 1972, p262), and covers wider aspects of the prevention of microbial contamination.

The main recommendations are:

(1) All starting materials used, containers, equipment and workers involved should be recognised as potential sources of contamination, and appropriate controls and cleaning procedures should be applied.

(2) Particular attention must be given to the working environment for the filling of sterile products which are unsuitable for sterilisation in their final containers.

(3) Care should be taken to apply a method of sterilisation which is suitable for the product being treated. This report considers dry heat sterilisation, radio-sterilisation and sterilisation by ethylene oxide.

(4) A reliable method of physical measurement should be used to control the sterilisation process; chemical and biological indicators are of secondary importance.

(5) Care should be taken in the selection and use of preservatives.

(6) Sterility testing of selected batches can be valuable for detecting contaminated samples, but it is no substitute for care and vigilance in the sterilisation process itself.

(7) Broth injection or membrane filtration should be used in sterility testing of batches of infusion fluids.

(8) All eye preparations and solutions for internal irrigation should be required to be sterile in future.

(9) The licensing authority of the Department of Health and Social Security should review the sterility requirements for certain categories of products according to their use, for example, dusting powders, eardrops and nasal drops.

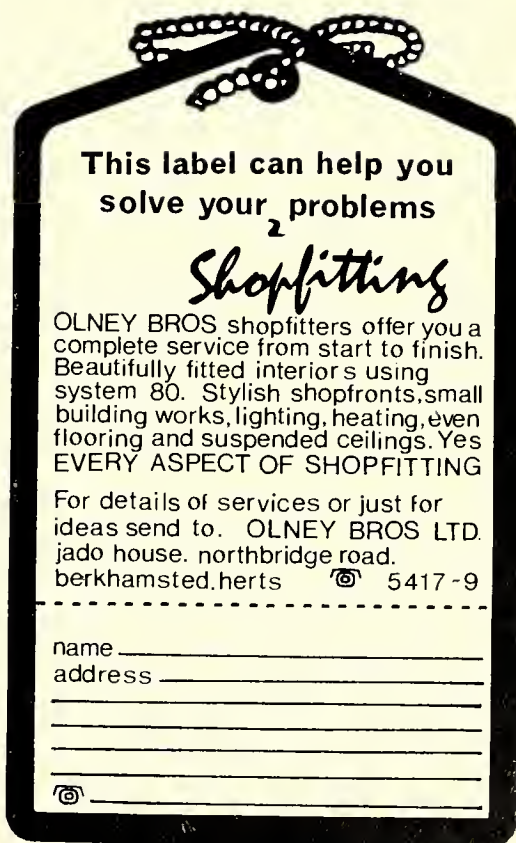
(10) The licensing authority should take into account the container when assessing or reviewing applications for product licences. Multidose containers should be avoided wherever practicable. Cardboard or cork liners should not be used in closure of sterile products. All containers for sterile products should be designed so as to reveal any interference with them.

(11) Manufacturers' arrangements for recalling batches should be periodically reviewed by the licensing authority. Many manufacturers already record the period during which a particular batch is sold, and the customers supplied during that period. The Committee accept that the additional work involved by wholesalers in recording batch numbers on invoices would not be justified.

(12) The training of hospital staff involved in additions to intravenous infusion fluids should be reviewed.

(13) The same standards of production and control should apply to both commercial manufacturers and to hospital manufacturing units.

(14) Where appropriate, recommendations on the topics covered by the report should be included in the revision of the Guide to Good Pharmaceutical Manufacturing Practice which is issued by the United Kingdom Health and Agriculture Departments in co-operation with the pharmaceutical industry.



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# Market News

## SOME METAL SALTS LIKELY TO RISE

London, March 28. Because of the increased prices ruling for mercury and bismuth metal it is thought that manufacturers of these salts cannot delay much longer raising their schedules for bismuth salts and mercurials.

Trading in crude drugs during the week showed little difference in volume to that in recent weeks. Quillaia and cascara were nominal in the forward position, the former being difficult also to find on the spot. Dearer were cochineal, hydrastis, Chinese liquorice root, American lobelia and turmeric. Among aromatic seeds Moroccan coriander and fenugreek and Indian celery were dearer.

Honey prices continue to mount in what is described as a desperate shortage. Permission was given recently by the Government to add £0.08 lb to the price of bottled honey. For bulk honey some sources are asking double the price operating last year.

With China not offering eucalytus oil, South African oil was being offered. Petitgrain for shipment was uncompetitive with spot offers.

## Pharmaceutical chemicals:

**Acetomenaphthone:** 100-kg lots £5.64½ kg.  
**Adrenaline:** (per g) Synthetic 1-kg lots, £0.59; 500 g £0.067; acid tartrate, £0.044 and £0.05.  
**Ascorbic acid:** £2.45 kg; 5-kg £2.51; sodium ascorbate, plus £0.23; coated, plus £0.10 kg.  
**Atropine:** (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.  
**Barbitone:** 50-kg lots £2.65 kg; Sodium £2.65.  
**Bemegride:** BPC £16 kg.  
**Benzamine lactate:** 1-5 kg lots, £95 kg.  
**Benzocaine:** 50-kg lots £1.48 kg.  
**Cantharadin:** £75 per 100 g.  
**Calcium carbonate:** BP precipitated £49 per metric ton.  
**Calcium gluconate:** 250-kg lots £0.63 kg.  
**Calcium lactate:** 250-kg £412 per metric ton.  
**Calcium pantothenate:** £3.16 kg; 5-kg £3.13 kg.  
**Calcium sodium lactate:** £0.709 kg in 50-kg lots.  
**Carotene:** Suspension 20 per cent £16.73 kg.  
**Folic acid:** 5-kg lots £18.65 kg.  
**Glycerin:** BP per metric ton—5-ton lots £234; 1-ton £237; 250-kg £243, in 250-kg drums.  
**Hydrocortisone:** Acetate or alcohol £0.25 g.  
**Hydrogen peroxide:** 35 per cent, £149 metric ton.  
**Neomycin sulphate:** BP 5-g £27.50 g.  
**Nicotinamide:** (Per kg) 1-kg-£2.45; 5-kg £2.42.  
**Nicotinic acid:** (Per kg) 1-kg £2.20; 50-kg £2.17.  
**D-Panthenol:** £9-kg; 5-kg £8.50 kg.  
**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.  
**Parachloro-meta-xenol:** 50-kg lots BPC £0.94 kg.  
**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.  
**Paraffins:** (minimum 1-ton lots) liquid-BP £0.562 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477; Jelly-soft white BP £95 ton; yellow BP £85.  
**Pyridoxine:** £4.93 kg; 5-kg £4.90.  
**Riboflavin:** £14.17 kg; 5-kg lots £14.14 kg.  
**Sodium benzoate:** One-metric ton lots £283.30.  
**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.  
**Sodium carbonate:** Anhydrous £107 metric ton.  
**Sodium chloride:** Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.

**Sodium citrate:** £313 per metric ton.  
**Sodium perborate:** (Per 1,000 kg) monohydrate £283.50—tetrahydrate £145.75.  
**Sodium percarbonate:** (Per metric ton) £170.75.  
**Sodium potassium tartrate:** £295 per metric ton.  
**Sodium salicylate:** Per kg in 5-metric ton lots £0.54; 1-ton £0.55; 250-kg £0.56½; 50-kg £0.59.  
**Sodium sulphate:** BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.  
**Sodium thiosulphate:** £50 per metric ton.  
**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.  
**Thiamine hydrochloride:** £620 kg; 5-kg £6.17 kg; 250-kg £506; 1-ton £497.50.  
**Thymol:** In 1-ton lots £2 per kg.  
**Vitamin A:** Oily 1 mu per g £5.30 kg; 5-kg £5.20 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu £4.55.  
**Vitamin D:** Powder for tableting 850,000 iu per g, £17.88 kg; 5-kg £17.78 kg.  
**Vitamin E:** (per kg) £6.40; 5-kg lots £6.37.  
**Zinc carbonate:** BPC 25-kg sacks £0.25 kg.  
**Zinc chloride:** Granular 96-98% £140 metric ton.  
**Zinc sulphate:** Heptahydrate £54 metric ton.

## Crude drugs

**Aconite:** Spot £1,125 metric ton; £1,000, cif.  
**Agar:** (lb) Nominally £3.50 kg.  
**Aloes:** (metric ton) Cape spot and cif nominal. Curacao £700 spot; £635, cif.  
**Balsams:** (kg) Canada £4.35 spot; shipment £4.25, cif. **Cobaiba:** BPC £1.20 Para, £0.90, Peru: £2.05; £2.00, cif. **Tolu:** BP £1.60.  
**Beladonna** (metric ton) leaves £320 spot; £315, cif. Herb £250; £225, cif. Root, £400 spot.  
**Benzoin:** BPC £45 to £52 cwt spot; £44-£50, cif.  
**Buchu:** Spot, old crop £2.25 kg; new crop £2.20, cif.  
**Camphor:** Japanese BP £1.67 kg, cif.  
**Cardamoms:** (Per lb cif) Alleppy greens No. 1 £1.57; prime seeds £1.58, both cif.  
**Cascara:** Spot £520 metric ton; £480, cif, nominal.  
**Cassia:** Lignea, whole £1,040 metric ton cif.  
**Cherry bark:** Shipment £425 metric ton, cif.  
**Chillies:** Zanzibar £600 ton spot; Nigerian £375, cif.  
**Cinnamon bark:** Seychelles £480 ton, cif.  
**Cinnamon quills:** four O's £2.23 lb; quillings £0.16 lb, cif.  
**Cloves:** Madagascar £1,620 ton, cif; Ceylon £1,705, cif.  
**Cochineal:** Tenerife, black-brilliant £7.10 kg spot; £7.00, cif; silver grey £6.65, cif. Peruvian £6.00, cif.  
**Cocillana:** Spot £700 metric ton.  
**Colocynth pulp:** Spot £700 metric ton.  
**Dandelion:** Root £525 metric ton spot; £510, cif.  
**Gentian:** Root: £520 metric ton spot; £500, cif.  
**Ginger:** (ton) Cochinchina, new crop £320, cif. Nigerian split £400, cif; peeled £495, cif.  
**Gums:** Acacia nominal. Karaya No. 2 faq £23 cwt. Tragacanth nominal.  
**Henbane:** Niger £1,500 metric ton, cif.  
**Honey:** (per ton in 6-cwt drums ex-warehouse) Australian light amber £446.50, medium £436.50. Canadian £470. Chinese light amber £430.  
**Hydrastis:** Spot £3.25 lb; £3.10, cif.  
**Jalap:** Mexican tubers £1,500 metric ton.  
**Kola nuts:** West African halves £105 spot; shipment £90 metric ton, cif.  
**Lanolin:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.  
**Lemon peel:** Shipment £440 metric ton, cif.  
**Liquorice root:** (metric ton) Chinese £120 spot; £85, cif. Russian £120 spot, £80, cif.  
**Lobelia:** American herb £775 metric ton spot; £750, cif.  
**Lycopodium:** Indian £4.75 kg; Canadian £5.10 kg.  
**Mace:** Grenada No. 1 £1,960 long ton.  
**Menthol:** (kg) Chinese spot £6.50; shipment £6.35, cif. Brazilian spot £3.70; £3.45, cif.  
**Nutmeg:** (per ton, fob) West Indian defectives £840, sound unsorted £896, 110's £1,008, 80's £1,120.  
**Nux vomica:** Shipment £100 metric ton, cif.  
**Pepper:** (ton) Sarawak black £427.50, cif; white £615, cif.  
**Pimento:** Jamaican £830 long ton, cif, nominal.  
**Podophyllum:** Emodi £330 metric ton, cif.  
**Quillaia:** £900 metric ton nominal.  
**Rhubarb:** From £0.30 to £1.50 lb.  
**Saffron:** Mancha superior £84 kg.  
**Sarsaparilla:** Spot £1.40 kg; £1.25 cif.  
**Tonquin beans:** Spot £850 metric ton.  
**Seeds:** (ton) Anise: China star £175 duty paid; shipment £135, cif. **Caraway:** Dutch £2,120 metric ton, cif. **Celery:** Indian £320, shipment £275, cif. **Coriander:** Moroccan £90, cif. **Cumin:** Indian, £325, cif. Chinese £300 metric ton, cif. **Dill:** Indian, for shipment £180, cif. **Fennel:** Indian £210, cif. Chinese £225 metric ton. **Fenugreek:** Moroccan £114, cif. **Mustard:** £60-£180 spot.

**Waxes:** (ton) Bees; nominal. **Candelilla** £570 spot; £545, cif. **Carnauba** prime yellow, sp £715; £675, cif; fatty grey £405; £375, cif.  
**Senega:** Canadian £1.90 lb spot nominal.  
**Senna:** Alexandrian h/p £180 metric ton; manufaturing nominal.  
**Squill:** White spot £340 metric ton nominal.  
**Syrax:** £2.30 lb spot; £2.25, cif.  
**Turmeric:** Madras finger £220 ton; £230, cif.  
**Valerian:** (metric ton) Indian £310 spot; £290, cif.  
**Witchhazel leaves:** Spot £800 metric ton nominal.

## Essential oils

**Anise:** Chinese spot £2.00; forward £1.90 kg cif.  
**Clove:** Madagascar leaf £1.50 spot, shipment not quoted. English-distilled bud £17.50.  
**Eucalyptus:** South African £0.81 kg, cif.  
**Peppermint:** (per kg) Arvensis Chinese, sp £2.75; forward not quoted. Brazilian £1.70 spot; £1.52, cif. American piperata from £6.65, cif.  
**Petitgrain:** Spot and cif £6.00 kg.  
**Spearmint:** (cif) Chinese £7.00; American £5.90.  
**Thyme:** Red £5.25 kg.

# Coming events

## Monday, April 2

**Colchester Branch, Pharmaceutical Society,** Postgraduate medical centre, Essex County Hospital, Colchester, at 8 pm. Annual meeting.

## Tuesday, April 3

**Doncaster Branch, Pharmaceutical Society,** Doncaster Acorn Hotel, Bennethorpe, at 8 pm. Mr C. G. Gibson on "1970 Himalayan expedition".

**Fife Branch, Pharmaceutical Society,** Ollertor Hotel, Kirkcaldy, at 7.30 pm. Annual meeting and film on "Coronary care unit in Victoria Hospital, Kirkcaldy".

**Lancaster, Morecambe and Westmorland Branch, Pharmaceutical Society,** Clarendon Hotel, Marine Road, Morecambe, at 8 pm. Annual meeting.

## Wednesday, April 4

**Brighton and Hove Branch, Pharmaceutical Society,** Dudley Hotel, Hove, at 7 pm. Annual dinner and dance.

**West Metropolitan Branch, Pharmaceutical Society and Western Pharmacists' Association** Great Western Royal Hotel, Paddington Station, London W2, at 7.45 pm. Mr H. Steinman (treasurer of the Society) on "The finances of the Society".

## Thursday, April 5

**Bolton Branch, Pharmaceutical Society,** Bolton medical institute, Royal Infirmary, Bolton, at 8 pm. Annual meeting and "travel programme" by Cunard Ltd.

**Society of Cosmetic Chemists,** Royal Society of Arts, 6 John Adam Street, London WC2, at 6.30 pm. Sir Ronald Bodley Scott (physician to HM the Queen) on "The skin — the mirror of disease".

## EEC women pharmacists to meet in Cardiff

"Women in pharmacy" is to be the theme of a weekend conference being organised in Cardiff, April 14-15, by the National Association of Women Pharmacists.

The Association has invited guests from the EEC, and the ladies will lunch at the House of Commons, and attend receptions by the Pharmaceutical Society, the mayor of Camden and the London Branch of NAWP, before going on to Cardiff. The visits have been made possible by a grant from the Foreign Office.

Details of the conference may be obtained from Mrs G. Preece, 24 Heol-y-Bryn, Rhiwbina, Cardiff.



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Further details from Mr. E. A. Burton, Group Pharmacist, Royal Berkshire Hospital, Reading. Tel. Reading 85111, Ext. 448 to whom applications should be sent.

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Applications, giving details of age, qualifications and experience, with names of two referees, to Hospital Secretary.

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**PETERBOROUGH**. Forced retirement. Age handicapped after hospital. Main road. Supporting shops. Modest turnover. Low overheads. Young Pharmacist could easily make £3,500 net, plus. Box No. 2120.

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# Classified advertisements

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based in the Manchester area calling on retail pharmacies in Lancashire and Cheshire on behalf of Fennings Pharmaceuticals and a limited number of other well-known proprietary lines.

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Replies to Mr S. D. Andrew, M.P.S., J. Waterhouse & Co. Ltd., 6, Church Street, Ashton-under-Lyne, Lancs. Tel. 061 330 5667.

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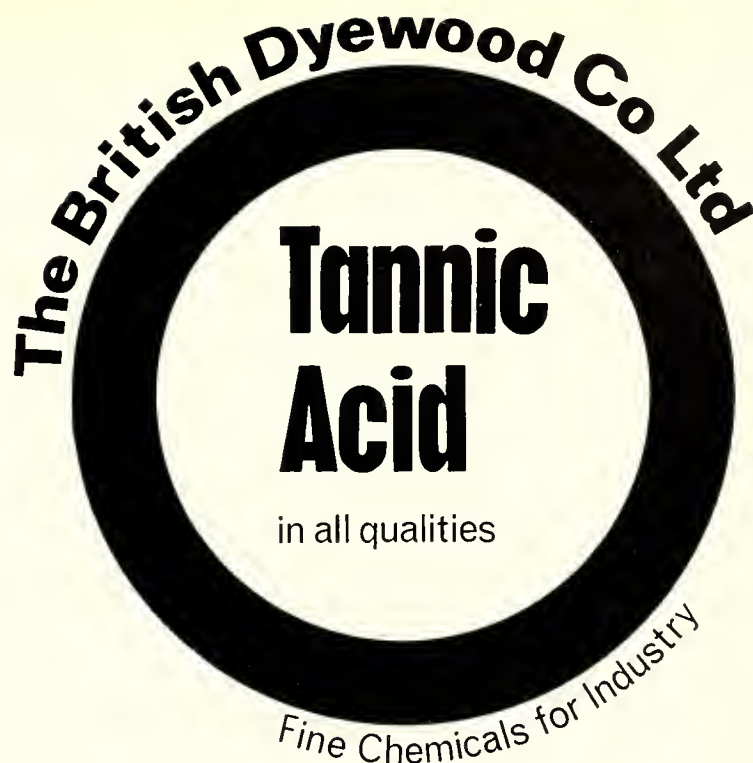
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The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

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Use the table also for 1p to 100p.

Selling Price	VAT (10%)	Basic Price	Selling Price	VAT (10%)	Basic Price	Selling Price	VAT (10%)	Basic Price	Selling Price	VAT (10%)	Basic Price
1	0.09	0.91	51	4.64	46.36	101	9.18	91.82	151	13.73	137.27
2	0.18	1.82	52	4.73	47.27	102	9.27	92.73	152	13.82	138.18
3	0.27	2.73	53	4.82	48.18	103	9.36	93.64	153	13.91	139.09
4	0.36	3.64	54	4.91	49.09	104	9.45	94.55	154	14.00	140.00
5	0.45	4.55	55	5.00	50.00	105	9.55	95.45	155	14.09	140.91
6	0.55	5.45	56	5.09	50.91	106	9.64	96.36	156	14.18	141.82
7	0.64	6.36	57	5.18	51.82	107	9.73	97.27	157	14.27	142.73
8	0.73	7.27	58	5.27	52.73	108	9.82	98.18	158	14.36	143.64
9	0.82	8.18	59	5.36	53.64	109	9.91	99.09	159	14.45	144.55
10	0.91	9.09	60	5.45	54.55	110	10.00	100.00	160	14.55	145.45
11	1.00	10.00	61	5.55	55.45	111	10.09	100.91	161	14.64	146.36
12	1.09	10.91	62	5.64	56.36	112	10.18	101.82	162	14.73	147.27
13	1.18	11.82	63	5.73	57.27	113	10.27	102.73	163	14.82	148.18
14	1.27	12.73	64	5.82	58.18	114	10.36	103.64	164	14.91	149.09
15	1.36	13.64	65	5.91	59.09	115	10.45	104.55	165	15.00	150.00
16	1.45	14.55	66	6.00	60.00	116	10.55	105.45	166	15.09	150.91
17	1.55	15.45	67	6.09	60.91	117	10.64	106.36	167	15.18	151.82
18	1.64	16.36	68	6.18	61.82	118	10.73	107.27	168	15.27	152.73
19	1.73	17.27	69	6.27	62.73	119	10.82	108.18	169	15.36	153.64
20	1.82	18.18	70	6.36	63.64	120	10.91	109.09	170	15.45	154.55
21	1.91	19.09	71	6.45	64.55	121	11.00	110.00	171	15.55	155.45
22	2.00	20.00	72	6.55	65.45	122	11.09	110.91	172	15.64	156.36
23	2.09	20.91	73	6.64	66.36	123	11.18	111.82	173	15.73	157.27
24	2.18	21.82	74	6.73	67.27	124	11.27	112.73	174	15.82	158.18
25	2.27	22.73	75	6.82	68.18	125	11.36	113.64	175	15.91	159.09
26	2.36	23.64	76	6.91	69.09	126	11.45	114.55	176	16.00	160.00
27	2.45	24.55	77	7.00	70.00	127	11.55	115.45	177	16.09	160.91
28	2.55	25.45	78	7.09	70.91	128	11.64	116.36	178	16.18	161.82
29	2.64	26.36	79	7.18	71.82	129	11.73	117.27	179	16.27	162.73
30	2.73	27.27	80	7.27	72.73	130	11.82	118.18	180	16.36	163.64
31	2.82	28.18	81	7.36	73.64	131	11.91	119.09	181	16.45	164.55
32	2.91	29.09	82	7.45	74.55	132	12.00	120.00	182	16.55	165.45
33	3.00	30.00	83	7.55	75.45	133	12.09	120.91	183	16.64	166.36
34	3.09	30.91	84	7.64	76.36	134	12.18	121.82	184	16.73	167.27
35	3.18	31.82	85	7.73	77.27	135	12.27	122.73	185	16.82	168.18
36	3.27	32.73	86	7.82	78.18	136	12.36	123.64	186	16.91	169.09
37	3.36	33.64	87	7.91	79.09	137	12.45	124.55	187	17.00	170.00
38	3.45	34.55	88	8.00	80.00	138	12.55	125.45	188	17.09	170.91
39	3.55	35.45	89	8.09	80.91	139	12.64	126.36	189	17.18	171.82
40	3.64	36.36	90	8.18	81.82	140	12.73	127.27	190	17.27	172.73
41	3.73	37.27	91	8.27	82.73	141	12.82	128.18	191	17.36	173.64
42	3.82	38.18	92	8.36	83.64	142	12.91	129.09	192	17.45	174.55
43	3.91	39.09	93	8.45	84.55	143	13.00	130.00	193	17.55	175.45
44	4.00	40.00	94	8.55	85.45	144	13.09	130.91	194	17.64	176.36
45	4.09	40.91	95	8.64	86.36	145	13.18	131.82	195	17.73	177.27
46	4.18	41.82	96	8.73	87.27	146	13.27	132.73	196	17.82	178.18
47	4.27	42.73	97	8.82	88.18	147	13.36	133.64	197	17.91	179.09
48	4.36	43.64	98	8.91	89.09	148	13.45	134.55	198	18.00	180.00
49	4.45	44.55	99	9.00	90.00	149	13.55	135.45	199	18.09	180.91
50	4.55	45.45	100	9.09	90.91	150	13.64	136.36	200	18.18	181.82



